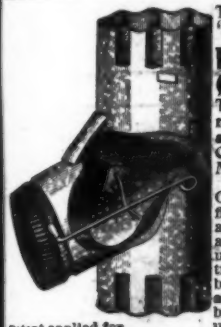
The American Artisan

THE HARDWARE RECORD

Volume 41.—No. 10. CHICAGO MARCH 9, 1901. $2.00 Per Year.



The.... 'Centennial' Rain-Water Cut-Off .... The Strongest, most Durable and Cheapest Cut-off on the Market.

The only single Cut-off made to fit Corrugated and Plain Pipe, and which can be used without extra pipe or elbows. For sale by all leading jobbers. Manufactured only by

Patent applied for.

COONEY & GEIGER
19 & 21 E. South St., Indianapolis, Ind.

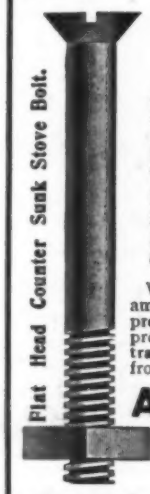
Lane Bros. Co.,
POUGHKEEPSIE, N. Y.

Riveting Machines
FOR MENDING HARNESS, ETC.

We make a good one.
NICKEL FINISH.
Let us quote you.

Independent Register Co.,
154 Champlain St.,
CLEVELAND, OHIO.

Our Facilities



are unsurpassed by any firm in the United States for the manufacture of

Stove Bolts,
Stove Rods,
Machine Screws,
Pointed Pins,
Threaded Wires,
Rivets,
Special Bolts,
Mica Bolts,
Cold Pressed Nuts.

We have a large *clientele* among stove men who appreciate our high quality, prompt deliveries and attractive prices. Let us hear from you.

Atlas Bolt & Screw Co.,
Cleveland, O.

BOMMER SPRING HINGES ARE THE BEST.

"PRACTICALLY UNBREAKABLE"
SAYS THE WORLD'S FAIR AWARD

MADE OF WROUGHT STEEL.
BRONZE OR BRASS-ALL FINISHES.

BOMMER BROTHERS.
BROOKLYN N.Y. U.S.A.

FOR AMERICAN SEAL

Elastic Oil Roofing Cement
Stove Putty,
Asbestos Furnace Cement,

and paints for inside and outside use on any surface.

Wm. Connor Paint Mfg. Co.
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PERFECT—ALWAYS

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Inquire of Owner
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THE "GLOBE" VENTILATOR,
In Brass, Copper, Galvanized Iron and with Glass Tops for Skylight purposes.

FOR PERFECTLY VENTILATING
Schools, Churches, Halls, Mills, Factories and Audience Rooms of Every Character.

SMOKY CHIMNEYS CURED.
"Globe Ventilated Ridging"
Send for Pamphlet.

Manufactured by
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BOILERS AND RADIATORS

A Postal Card from you will bring valuable, complete information in regard to the best, most comprehensive, strictly modern line of these goods.

WRITE US TODAY.

ew York, Boston, Philadelphia, t. Louis, Buffalo, Minneapolis, Denver, Detroit, London.

AMERICAN RADIATOR COMPANY

Lake and Dearborn Sts., CHICAGO.

"TABASCO" WATER HEATER

ALL STEEL, SELF FEED, SHAKING GRAT

FOR Small Residenc Greenhouses, Flats, Hotels, Baptisteries, Bath Houses, any place a su ply of hot wa is needed.

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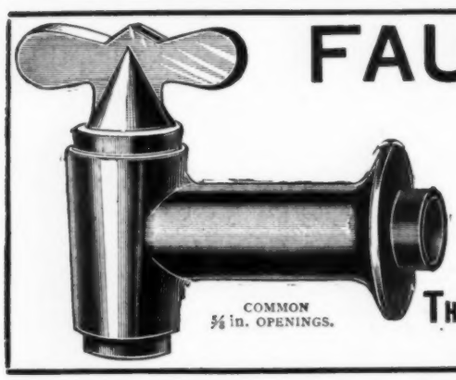
Chicago Store, 167-169 East Lake St., Chica

FAUCETS.



COMMON 5/8 in. OPENINGS.

Beer
Milk Can
Oil Can
Cream Separator,

of Various Sizes and Styles.

MF D. BY

THE CLARK NOVELTY CO.

ROCHESTER, N. Y.

THE POWERS AUTOMATIC TO Stops smoke and storm blowing dow low or poor-drawing chimneys, and mak strong up-draft. TRY THEM.

Pictures attract, and tell a long story effecti We send free to dealers above cut for adve ing. Also sell the Best Chimney Tops on e Irons only or complete. Write us.

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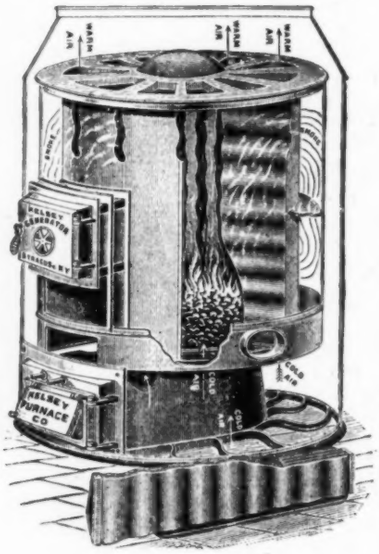
C. C. Arbogast, Monterey, Va., writes: "I beg to take advantage of your kind offer of inserting a free want ad. in your journal. Am a regular subscriber to The American Artisan, and I can tell you, without an iota of flattery, that I find it indispensable."

HEAT MAKERS.
FUEL SAVERS.



Entirely Different from the Ordinary Hot Air Furnace.

You would better hurry if you want the agency for the

Kelsey Corrugated Warm Air Generator.

The list of dealers is rapidly increasing.

It's a Profitable Agency.

Why? Write us and we will tell you all about it.

KELSEY FURNACE CO. Makers, Syracuse, N.Y.

BRANCHES:

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COOK & VAN EVERA CO. 173 Lake St., CHICAGO, ILL.

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QUICK MEAL

EVAPORATING GASOLINE STOVES.

THE STOVE THAT LEADS

SIMPLICITY has made the **"QUICK MEAL" popular** with the **trade.**

SIMPLICITY combined with **first-class materials,** made by **first-class workmen** under the instruction of a **first-class designer,** is what has made and kept the **"Quick Meal" Evaporating Stoves** in the lead at all times.

SIMPLICITY has made the **"QUICK MEAL"** easy for the dealer to sell, easy for the user to understand and keep clean. This is why there are more **"Quick Meal" Evaporating Stoves** sold to-day than **all others combined.**

SIMPLICITY, DURABILITY AND APPEARANCE is what makes the **"QUICK MEAL"** the **leading gasoline stove.**

They are the Profit Makers.

P. S.—"Quick Meal" Steel Ranges attract the Eye, please the Cook, and make Friends for the Dealer.

RINGEN STOVE Co. SAINT LOUIS

XXth Century Fuel Savers

White's Model Steel Range.

Our new line of Steel Ranges for coal is equipped with many entirely original improvements. The bodies are made of a superior quality of polished steel. Ovens are full sized and extra deep. Oven Doors are Spring Balanced. Grate is of the combined revolving and dumping pattern. The walls are triple lined steel asbestos steel. The asbestos in the bottom is protected by an outside shield. The bottom Oven Plate is securely braced. The Top Oven Plate is asbestos lined, overlaid with Open Cast Shield. Anti-rust Back Plate in front of Reservoir.

White's Model Steel Cook.

This Handsome Steel Cook for coal contains many new and original features, in common with the new White's Model Steel Range.

We make a full line of Cast Stoves and Ranges, also.

Write for our 38th Annual Catalogue.

Thos. White Stove Co.

QUINCY, ILL.

DAUNTLESS Steel Range.

Made with Pouch Feed with Encased Reservoir, or with Encased Reservoir and Water Front as shown in cut.

It's also made with Nickel Plated Front or Portable Reservoir.

Made in ninety different styles; is made of malleable iron, where others are made of gray iron.

We want to correspond with large and small buyers.

Dauntless Mfg. Co.,

BEAVER DAM, WIS., U. S. A.

WHAT YOU KNOW, and not what you think you know, is a safe guide for action.

You Know From Experience

THAT

THE "STANDARD" WICKLESS BLUE FLAME

WILL BURN EITHER KEROSENE OR GASOLINE SATISFACTORILY.

It Lights Quicker, gives a Hotter Flame; is Less Sensitive to Drafts of Air or Being Out of Level than any other Wickless Oil Stove. It is Safe, Simple and Convenient.

The following well known jobbers all have a "guess coming" but they will stick to the "Standard" Wickless. It's the oldest and the newest of all Wickless Stoves.

F. M. BORDEN & BRO., Philadelphia, Pa.
W. B. BELKNAP & CO., Louisville, Ky.
HOLBROOK, MERRILL & STETSON, San Francisco, Cal.
F. TIEMANN STOVE & HARDWARE CO., St. Louis, Mo.
EUGENE MUNSELL & CO., New York City.
COOK & VAN EVERA CO., Chicago, Ill.
TOWNLEY METAL CO., Kansas City, Mo.
TOWNLEY STOVE CO., Terre Haute, Ind.
THE S. M. HOWES CO., Boston, Mass.
FARWELL, OZMUN, KIRK & CO., St. Paul, Minn.
F. A. KLAINE & CO., Cincinnati, Ohio.
H. KOCH & SONS, Evansville, Ind.
MORLEY BROS., Saginaw, Mich.

The Standard Lighting Company

CLEVELAND, OHIO.

Reliable Vapor Stoves AND Ranges

Are being offered to the trade for 1901 in an entirely new dress.

For years we have been considered leaders in everything pertaining to the manufacture of **Vapor Stoves** and our 1901 line is a long step in advance of anything heretofore put upon the market.

We are conceded to be the largest manufacturers of Gas and Gasoline Stoves and Ranges in the world.

Our output for 1900 was 99,425 stoves of various kinds.

There are reasons why we occupy our enviable position in the stove trade.

The dealer knows that **Reliable** stoves and Ranges embody all that is good and up-to-date in stove excellence.

He knows that quality counts and that it is no trouble to sell **Reliable** stoves.

He knows **Reliable** goods once sold are sold to stay.

Exclusive agency is given only to live dealers.

Write us, order samples and be convinced that the **Reliable** is the line to tie to.

1901 Catalogue is now ready.

THE Schneider & Trenkamp Co.

CHICAGO. CLEVELAND.

One of Our New Ones.

Others will Follow.

Abram Cox Stove Co.

Philadelphia, Pa.

Chas. A. Rusco,

Manager Chicago Branch.

15=17=19 West Lake St.

Established 1847.

BRANCHES: Boston, Buffalo. **FOUNDRIES:** Lansdale and Philadelphia.

GRAND Cooks and Ranges.

High Grade. Up-To-Date.
Price Very Low.

Oscar Millsap Company,

ESTABLISHED IN OMAHA, NEB., 1893.
MOVED TO BEAVER DAM, WIS., 1901.

OMAHA BRANCH: 1108 Nicholas Street.

FACTORY AND GENERAL OFFICE:

Beaver Dam, Wis., U. S. A.

Boomer Furnace.

Regarding

Boomer Furnaces Or Boomer Steel Ranges

We want to state in strongest terms possible that if you want the **Heaviest, Most Durable, Most Economical** and easiest to take care of Furnace or Steel Range, buy a **BOOMER.**

Boomer Steel Range.

Neither time nor money is spared to make them the best. Buy Boomers and save your coal bills. We invite investigation.

The Hess-Snyder Co.

Manufacturers, MASSILLON, O.

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SPECIAL RETORT

(SLOW COMBUSTION STOVE.)

The dream of Stove Manufacturers for the last **50 Years.**

In 1900 we doubled our capacity, and are now again increasing our melting capacity

66 PER CENT.

All caused by the

Special Retort

MADE ONLY BY

Marion Stove Co.

MARION, IND.

P. S. Send for Catalogue and new prices for 1901

CinderellA Steel Ranges

Made to Meet Every Requirement.

We are making the Steel Range business a specialty—just as much so as if we did not make anything else.

We have a separate plant for that purpose, equipped with modern appliances, operated by the best experience.

If you handle Steel Ranges, we want you to buy them from us.

Our prices are low enough to make it worth your while to deal with us, and high enough to insure the best possible workmanship and materials.

Our catalogue is at your disposal.

STOVES AND RANGES CINDERELLA NEVER FAIL

Pittsburgh Stove & Range Company,

PITTSBURGH, PA.

Western Sales Agent:
W. D. SAGER, 38 and 40 Michigan St., Chicago, Ill.

STOVES AND RANGES CINDERELLA NEVER FAIL

Moore's Ranges

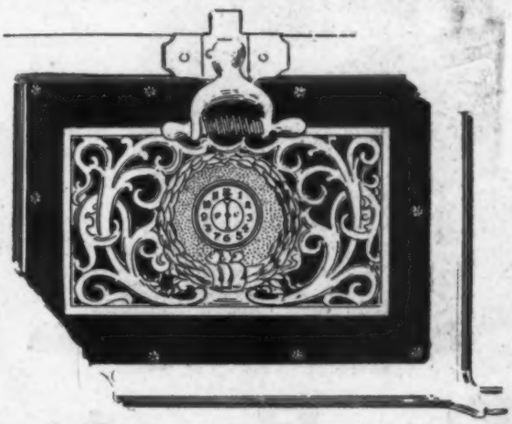
AN EASY LINE TO SELL.

There was a time when folks used to *GUESS* at the time, and such a thing as a clock in the kitchen, was unheard of. And there are people who are *'GUESSING'* at the temperature of the oven in their Range!

Not those who have a

MOORE'S RANGE

however. See the THERMOMETER ☞



This is just *ONE* of the *"TALKING POINTS"* that help to make this *"THE EASY LINE TO SELL,"* Mr. Hardware man.

JOLIET STOVE WORKS, Joliet, Illinois.

Use! Use! Use!

Asbestine Stove Linings in your Stoves.

Lasts Longer, Costs Less.

Asbestine Stove Linings, Asbestine Grate Walls, Asbestine Brass Furnace Walls, Etc.

Our Guarantee.

If, on the fault of our **Asbestine Stove Linings**, placed in **any** stove, proves unsatisfactory, we are willing to furnish a new set of linings, free of charge, paying all expenses, providing directions have been followed.

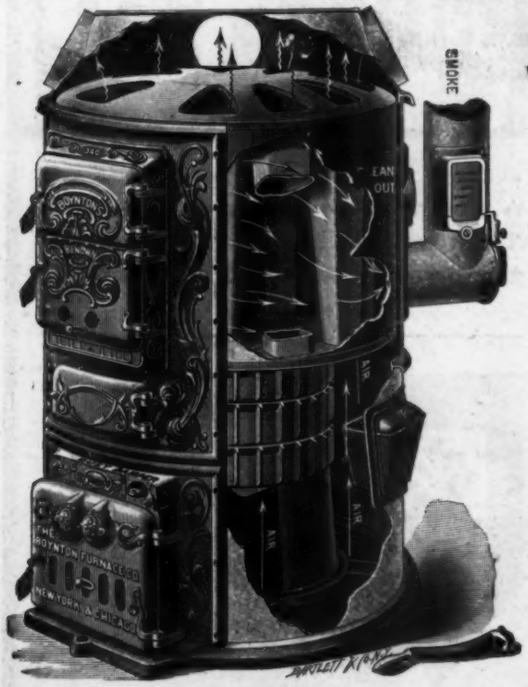
Made Exclusively By **The Asbestine Mfg. Co.**

Windber, Penna.

Mention this Paper.

The making of heating apparatus—

Hot Water Heaters, Steam Heaters and Furnaces,



is our Specialty. In over fifty years of experience we have met with about every phase of the heating problem. The manufacture of economical and durable heating apparatus has been our constant aim, and our success has been fully demonstrated by our long continuance in this line.

REMEMBER, efficiency and durability are the sure tests of cheapness.

Catalogues, Price Lists and Discounts cheerfully furnished the trade.

The Boynton Furnace Co.,

New York and Chicago.

ROYAL HEATERS.

HART & CROUSE CO.,

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Steam. Water. Hot Air.

Branches:

79 LAKE STREET, - CHICAGO.

St. Louis. Minneapolis. Columbus, Ohio.

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DON'T

handicap yourself in the stern competitive struggle after business by handling an inferior range or furnace. You can't afford to pursue such a course or you will find yourself in the rear division of the procession. The way to get to the front in the furnace and range trade in your town is to handle recognized leaders like **SCHILL Furnaces** and **Ranges.** The company making these ranges has a larger capitalization and greater facilities than ever before, and these goods are to be even more widely known in the future than they have been in the past. Write us for catalogue and discounts.

THE Schill Bros. Co.

Crestline, O.

JEWEL STOVES AND RANGES.

JEWEL STOVES AND RANGES
DETROIT STOVE WORKS
LARGEST STOVE PLANT IN THE WORLD

A Complete, Well Advertised Line;
Low Prices and Good Workmanship.

Please Write for Catalogue.

DETROIT STOVE WORKS.

Detroit - Chicago.

PROFIT

is what every dealer is after. To get the maximum profit out of your steel range business you want to handle

Willard Steel Ranges,

because they are sold at a price that place them within the reach of all classes. We make no extra charge for name or past reputation.

WM. G. WILLARD, Mfr.,

619-621 N. Fourth St. ST. LOUIS, MO.

Acme Ovens, Cookers AND Hot Plates.

Write for Catalogue No. 33. Just Out. A Complete Line.

H. Adler Co.

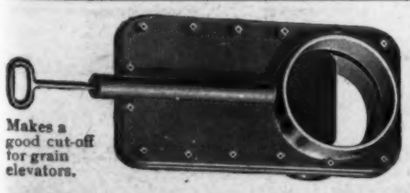
241 and 243 1st Avenue,
PITTSBURG, PA.

Ohio and U. S.

Wrought Steel **Ranges**

We are pioneers in steel range business; old in experience yet adopt modern up-to-date methods. Write for our catalog.

Tinnerman Steel Range Co.,
CLEVELAND, O.



Makes a good cut-off for grain elevators.

IMPROVED
Wind Gate.

Send for price list and discount to
MINER & PECK MFG. CO.,
419 Chapel Street,
NEW HAVEN, CONN.

R. H. Fichtenmueller, Waukon, Ia., writes, "I could not get along without THE AMERICAN ARTISAN."

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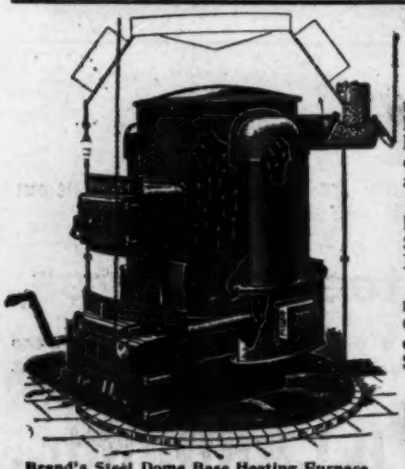
Gas Ranges
Steel Ranges
Cast Ranges
Steel Cooks
Cast Cooks
Cast and
Steel Heaters
Hot Plates

WILL BE FURNISHED FOR THE ASKING BY

Enterprise Stove Co.
VINCENNES, IND.


Brand's Steel Dome Base Heating Furnace.

MONEY

made in the furnace business is largely determined by the furnace handled. The dealer handling our furnaces always finds it profitable.

Brand's Steel Dome Base Heating Furnace. For Hard or Soft Coal. Three Sizes. Portable Brick Set Form.

Brand's Magnet Wood Furnace. Portable Form. Three Clean-Out Doors, four inches diameter on each. Radiator made of 14 Gauge Steel.

Write for Catalogue.

Brand Stove Co.
Milwaukee and Chicago.

Brand's Magnet Wood Furnace.

*Diameter 14 to 24 inches. Six Sizes.

No Wonder

people in your neighborhood come to you, Mr. Dealer, and tell a tale of woe about their inability to keep servant girls. Tell them the reason is because the poor girl has to sleep in a room a trifle colder than the average refrigerator. Tell them to put in

Smith's Circular or **Little Giant Water Heater**

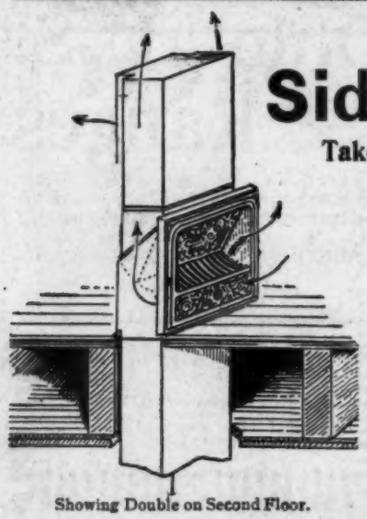
which are used in thousands of furnaces to heat cold rooms. When people trying to heat a house with a furnace about one-half as big as they ought to, come to you with their tale of woe just tell them that a Smith's Water Heater, with no joints, will always prove satisfactory.

The Chas. Smith Co. 86 LAKE STREET CHICAGO.

The Toledo Side Wall Register

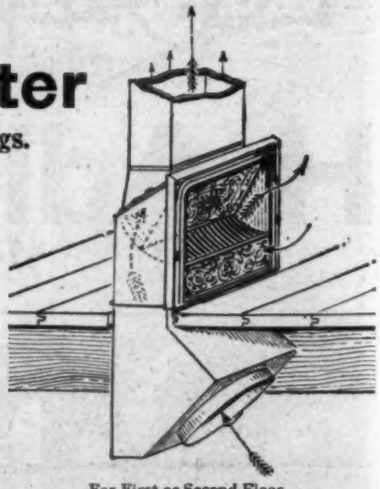
Takes less Pipe, Wall Stacks and Fittings.

Includes Register Box, hence is cheaper then common registers.
No Mutilation of Carpets.
No Discoloration of Ceilings.
Affords Perfect Ventilation.
Made in Nine Sizes.
Send for Circulars.


Showing Double on Second Floor.

Toledo Register Co.
Toledo, O.

Wireton Heating Co., Chicago, Agents for Illinois.
Phillip Gross Hardware Co., Milwaukee, Agents for Wisconsin.


For First or Second Floor

FOR HARD and SOFT COAL.

MUELLER

FOR COAL and WOOD.

HOT AIR FURNACES
COMBINATION HEATERS
STEAM AND HOT WATER BOILERS.

Large Variety for All Kinds of Fuel.

WRITE FOR CATALOGUE AND PRICES.

We Are Also Jobbers of Everything Pertaining to the Heating Trade.

ESTABLISHED 1857.

L. J. Mueller Furnace Co.

191 Reed St., MILWAUKEE, WIS.

Emperor Furnaces

For Wood

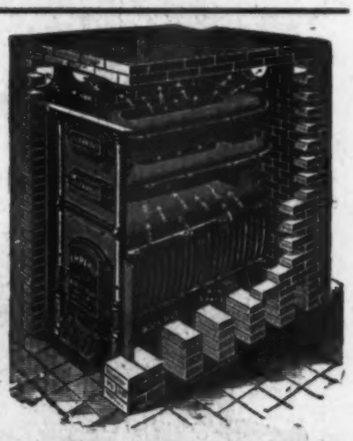
Simple. Safe. Durable.

The Best and Cheapest Line of Wood Furnaces.

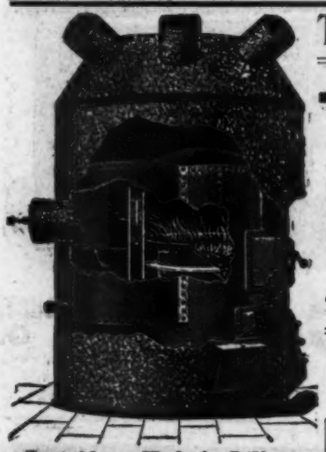
Furnished for Either Brick or Galvanized Iron Casing. Send for Catalogue.

Bergstrom Bros. Co.

Neenah, Wis.



The WEIR ALL STEEL GAS and SOOT CONSUMING FURNACE



Portable. Made in 5 Sizes.

The Original Air Blast,

Patented 1882, 1885, 1891, 1897, 1897,

is the **heaviest All Steel Furnace** made. It is Rivited like a Steam Boiler, and absolutely **gas and dust tight.** Through its sectional Fire Pot it is the Original Air Blast or Gas Consuming Furnace. It has been in use since 1882, and now stands without an equal as a Soft Coal Furnace.

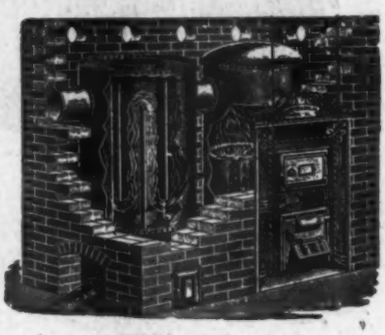
Manufactured by

The Meyer Furnace Co.,

1300-1304 S. Washington St.,

Peoria, Ill.

WRITE FOR CATALOGUE AND PRICES.



For Brick Setting. Made in 7 Sizes

Allright Gas Hot Plate.

Above made in 1, 2, 3 and 4 burner—several complete lines. Send for catalogue and prices.

Manufactured by **The Allright Mfg. Co., Cleveland, O.**

THE Gilt Edge

is the most complete line of warm air furnaces and combination warm air and hot water heaters on the market. A strong statement, but nevertheless true. Also a complete line of warm air registers, tin and galvanized iron furnace fittings. All goods of the highest grade and comparatively low in price. Write for catalogue and prices.

Schwab & Sons Co.

E. E. DUNNING,
Manager Heating Department.

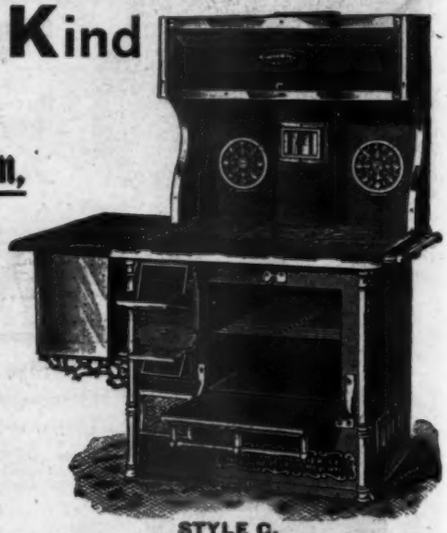
MANUFACTURERS | Milwaukee, Wis.

STYLE F.

Four of a Kind

Champion,
Active Champion,
Champion Jr. and
Marquart

Universal favorites with housewives because they save time and strength. They POSSESS AN ADDITIONAL FLUE, A FEATURE FOUND IN NO OTHER RANGES. These ranges cannot be surpassed in simplicity, economy and workmanship, and at the same time they are graceful ornaments to any kitchen.



STYLE G.

Champion Steel Range Co.,

251-257 VIADUCT,
Cleveland, O.

AGENCIES: Rumsey & Sikemier Co., St. Louis, Mo.; Corbett, Failing & Robinson, Portland, Ore.; Lee, Glass, Andreesen Hdw. Co., Omaha, Neb.; Richard Conover Hardware Co., Kansas City, Mo.; J. M. Litchfield, 105 Beekman St., New York; Chicago Stove & Range Co., Chicago.

"Quaker"

POINTS OF EXCELLENCE.

Large Feed Door for Wood.
Immense Vertical Heating Surface.
Heat Equally Distributed Over All the Heating Surface.
Heating Surface Absolutely Gas Tight.
No Dead Air Space. No Burnt Air.
A Lined Furnace. Basket Grate.
Simple in Construction.
Can Be Controlled in the Mildest Weather.
The Cheapest Heavily Lined Steel Furnace on the Market.
Can Be Put in a Low Cellar.

Large Stock. Prompt Shipments. Low Prices.

Wireton Heating Co.,

MAIN OFFICE and WORKS:
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CHICAGO OFFICE: 40 DEARBORN STREET

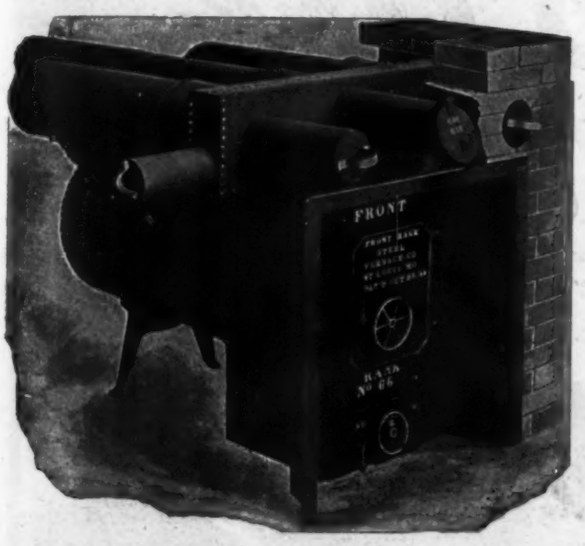
OUR 702
PLUMBAGO
A BARREL

FOR THE ASKING. Give same most severe test possible. If not as represented and does not do your work to the pink of perfection, return at our expense. Write for Cat. "C."

"EVERYTHING YOU NEED IN THE FOUNDRY."

THE
S. OBERMAYER CO.
Cincinnati, O., Chicago, Ill.
Cable address, "ESSO," Cincinnati, O.
A B C Code.

Front Rank Wood Furnace.



Now made with Galvanized Iron Casing.

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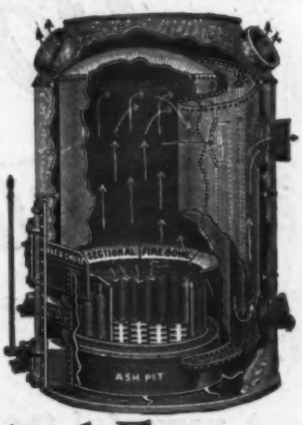
Secure an agency.

Front Rank furnaces are selling better today than ever before.

Front Rank Steel Furnace Co.

ST. LOUIS, MO.

The Lennox



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Catalog Free.

The Neill Stove Manufacturing Co.

PORTSMOUTH, OHIO.

MANUFACTURERS OF

Cooking : and : Heating : Stoves.

Catalogue Sent on Application.

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"I want to thank you for publishing my 'Ad' in 'The American Artisan.' I have secured a good situation. I received over 200 answers, from nearly every state in the Union, which goes to show that The American Artisan has a large circulation. I would not do without it. Every hardware merchant and mechanic should read it."

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THE AMERICAN ARTISAN AGENCY,

LAW AND COLLECTION DEPARTMENT OF

THE AMERICAN ARTISAN,

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ESTABLISHED 1880.

THE AMERICAN ARTISAN & HARDWARE RECORD

Representative of the Stove, Tin, Hardware, Heating and Ventilating Interests.

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CHICAGO, MARCH 9 1901

Hardware Association Reports.

The month just past has demonstrated conclusively and beyond all cavil the substantiality and permanence of the various state organizations of retail hardware dealers throughout the middle west. In January the Kansas Association held their meeting, and in February Ohio, Indiana, Kentucky, Missouri, Illinois, Iowa, Wisconsin, Minnesota and North Dakota held most successful annual meetings. The Michigan Association holds her convention in midsummer. The attendance at these various conventions, the systematic management of the work to be accomplished, the breadth of the discussion of trade topics, the high literary and practical character of the papers read, all attest a decided advance over previous conventions. A feature, too, that speaks volumes for the character and ability of the delegates in attendance at these various gatherings has been the entire absence of friction. Everywhere there has been unanimity, with no harsh jarring notes of discord. There are no factions in any state association, no ambitious cliques aiming to subordinate the general good to private advancement, no fault-finding coteries to hamper the work of their brother dealers. Then, too, there has been everywhere a generous showing of self-sacrifice in the common good. There has been no wire-pulling for offices, but on the contrary, in every state the office has sought the man, and the hardware men whose associates have urged them to take the offices of responsibility have cheerfully complied.

Nineteen hundred and one marks the high tide, not only in the attendance of dealers at these conventions, but of representatives of manufacturing and jobbing interests as well. Stove salesmen, hardware specialty men and hardware jobbers have freely rubbed elbows with the retail trade, and all have felt that the interests of one were the interests of all.

While the Missouri Retail Stove and Hardware Dealers' Association is the only one of these organizations that has embodied the word "stove" in its official title, the other associations are as much retail stove conventions as they are retail hardware associations. This is shown by the fact that the question which aroused the most interest at both the Wisconsin and Iowa associations was that of the sizes of stove pipe collars. In fact, the retail hardware man is a retail stove man in ninety-nine cases out of a hundred, and *vice versa*.

An augury to show the widespread interest in this movement has been the great number of new subscribers we have secured from hardware dealers interested in association work who were eager to secure the best reports of the doings of their own association and those in sister states, as well as the enormous demand for copies of our paper containing the proceedings of the conventions.

THE AMERICAN ARTISAN, by its prompt, comprehensive and accurate reports of these conventions in past years, had naturally attracted a class of readers who expected it to repeat its former journalistic achievements in handling the 1901 hardware associations, and that the confidence of our readers has not been misplaced is shown by our reports of this year's conventions, in which we cannot but take a pardonable pride. In spite of the fact that even as many as four conventions were held in a single week, we were enabled to gives prompt and complete reports of all of them. a week in advance of the condensed reports contained in other publications.

In our Jan. 19th issue, eight and three-quarter pages were devoted to the convention of the Kansas Retail Hardware Association, held at Kansas City, Kan., and six half-tone portraits of officials of the association were shown.

Our Feb. 9th issue gave 18½ pages to the convention of the Wisconsin Retail Hardware Dealers' Association, held at Milwaukee, and besides 12 pictures of association officials, a full page half-tone of a group picture of the association was shown.

Our Feb. 16th issue devoted 24 pages to the convention of the Iowa Retail Hardware Dealers' Association, held at Dubuque, and showed 20 portraits of leading Iowa hardware men.

Our Feb. 23d issue covered four retail hardware conventions. The convention of the Missouri Retail Stove and Hardware Dealers' Association, held at Kansas City, received 9½ pages and 10 portraits of officials of the organization were shown. Six officers of the Kentucky Retail Hardware Dealers' Association were shown in a group picture taken at their convention at Lexington, and 3 pages were devoted to a report of this gathering. The Illinois Retail Hardware Dealers' Association convention, at Galesburg, was reported comprehensively in 22½ pages, and 11 pictures of officials of the association were shown. The Indiana Retail Hardware Dealers' Association convention at Indianapolis received 11 pages, 6 portraits of officials being shown.

In our March 2d issue the North Dakota Retail Hardware Dealers' Association convention at Grand Forks received 12¾ pages, 11 portraits of officers being shown. The Ohio Hardware Association convention at Cincinnati, the greatest retail hardware convention ever

held, was reported in 30¼ pages, every last detail being given and 16 portraits of officers were shown. The Minnesota Retail Hardware Dealers' Association convention received 13½ pages, 10 portraits of officers being shown.

In these five issues of this paper 143¾ pages were devoted to the reports of these 10 state conventions and 108 portraits of prominent association officials were shown, not counting in the full page group picture of the Wisconsin association. Then, too, 7¼ pages of our January and February issues were devoted to preliminary announcements sent us by the secretaries of these various associations.

With but a few exceptions these conventions were held on Wednesday and Thursday, and consequently the mechanical facilities of THE AMERICAN ARTISAN were taxed to set the immense amount of copy necessarily turned in on Friday morning to be set in time for the paper going to press the same day.

On Feb. 22 our mechanical department set 255,812 ems of brevier copy in a single day, and on March 1 they set 340,783 ems brevier. A volume of brevier copy of the size of this is utterly beyond the daily capacity of any trade paper except THE AMERICAN ARTISAN. Consequently, even had some of our competitors possessed an enterprise equal to ours in securing complete reports of the various conventions, coupled with a willingness to assume an equally heavy expense for telegraphic tolls, etc., it would have availed them little, owing to their mechanical facilities being unequal to the handling of such an avalanche of rush copy.

THE AMERICAN ARTISAN must take this occasion to return its best thanks to the officers of the various state associations for their kindly co-operation and generous assistance to its representatives, without which the immense work involved in the preparation of these reports could never have been accomplished in the short time intervening before the paper went to press. Particularly would we desire to thank the various association secretaries in this connection.

REPRESENTATIVE Beither has introduced a bill in the Illinois legislature which, if it becomes a law, will prevent fraudulent fire and bankrupt sales of merchandise. This bill should have the backing of every mercantile body in the state.

THE Iron & Steel Press Co., Cleveland, has been incorporated under the laws of Ohio and has purchased the well-known trade journals "The Iron Trade Review," of Cleveland, and "The Foundry," of Detroit. Both will be published hereafter in Cleveland, with offices at 1060-1064 Rose building. Each paper will fill its own field preserving its own identity as heretofore.

AN interesting feature of the forthcoming Pan-American Exposition will be found in the aluminum house shown in the Liberal Arts building. This house will be octagonal in shape, and its purpose will be to show the practicability of aluminum for use in houses in mining and other remote sections where the material must be carried long distances.

CONVENTION ECHOES.

TO THE AMERICAN ARTISAN.

FATAL PROCRASTINATION.

Convention echoes are quite numerous, and when sounded by an attendant possess warmth, vim and enthusiasm. Occasionally a dealer outside the fold warms up, is going right in, will put his forces with the boomers and see the whole aggregation assembled under the banner of trade organization and reform. But still he procrastinates, the enthusiasm dies out and his fellows push the scheme forward as best they can without his aid or personal magnetism.

ASSOCIATION MUST CONFORM TO HIS PROCRUSTEAN IDEAL.

Another one is going to join so soon as they (the state association) gets into or onto the right curves, but he cannot lend his presence or support until every action or course bears his O. K.

SHOULD LEND A HAND.

Both these individual dealers are wrong. Each one should come forward and subscribe liberally of his help, laying the foundation in good breadth and strong. If there are any defects or imperfections lend his or their aid to correct them.

INITIALLY CRUDE.

No organization or association can attain the perfection step at one move. All organizations at first are somewhat crude. Perfection comes, if at all, after boiling, reboiling and clarifying the best thought of its membership. When that point has been reached harmonious co-operative work will surely bring better results than have attained in the past by a sort of cut-throat competition.

CUT-THROAT AND BUSINESS COMPETITION.

There are two sorts of competition among town dealers and competitive town dealers. The cut-throat, which brings ill feeling, hatred, loss, broken, ragged, run down stocks, a lazy business and no profits. The business competition which brings friendship, good will, good feeling, fair marginal profits, clean, up-to-date stocks, stores, sharp, aggressive business life, vim and prosperous conditions, which all may enjoy if they can only be diverted from bad to good methods.

HOPES TO SOON SEE A NATIONAL ASSOCIATION.

Many states have now been organized in the embryo. Not all are perfect. Lessons are to be learned, application and work will discover the right policies. Each individual member or state dealer should get in line, put forth his best efforts, that the near future may see a good, substantial national association of hardware dealers, each and every state of the union represented therein.

MUST GET ACTION VERY SOON.

With a steel and iron combination reaching way above one billion dollars, the little iron mongers of the several states must get action very soon. Three, possibly four, years has seen some progress, but compared with the Morgan scheme it is a powerless infant.

C. W. ALDRICH.

Minneapolis, Minn., March 2, 1901.

News Siftings.

J. W. Lancaster and J. T. Slade are the incorporators of the Lancaster Stove Co., Lexington, Ky., capitalized at $60,000.

A. Cairn-Hodge, a London, England, mining expert, has found large iron deposits in the Coalcoman district in Michoacan, Mexico.

The New York State Stove Repair Association held their annual meeting at Albany, N. Y., recently, and elected the following officers: W. W. Cheney, president; Otto Dennis, vice president; J. Kieffer, secretary, and H. E. Hessler, treasurer.

The S. Obermayer Co., Chicago, report that there is a decided increase in the demand for foundry supplies. Cupolas for the following firms have recently been shipped by them, viz.: Sherman Iron Works, Sherman, Tex.; Van Winkle Gin & Mfg. Co., Atlanta, Ga.; A. J. Lindemann & Hoverson Co., Milwaukee, Wis.

The Reading Stove Works, Reading, Pa., held their annual election recently and chose the following directors: Edgar Amole, W. H. Luden, W. Harry Orr, Jesse Posey, Chas. H. Williamson, Robert P. Shick and Charles H. Shick. The board elected the following officers: W. Harry Orr, president; William S. Essick, secretary, and Edgar Amole, treasurer.

W. W. Light, Chas. S. Prizer, Enoch T. Painter, A. T. Henderson and Ralph McCall have been elected as directors of the Prizer-Painter Stove and Heater Co., Reading, Pa. The board elected these officers: Chas. S. Prizer, president; Enoch T. Painter, vice president; A. T. Henderson, secretary, and Ralph L. McCall, treasurer.

Burtis R. Kessler, 1323 Michigan Trust Building, Grand Rapids, Mich., is making the trade a very desirable offer in the shape of a booklet of 100 advertisements, bound with perforated leaves, with cover in purple and gold and model type display. This invaluable guide to up-to-date advertising will be sold by him at the low price of $1.00, and the testimony of dealers who have tested its advertisements is to the effect that the ads it contains are sure money makers and business bringers.

The Daily Mail, of London, England, in commenting on the recent formation of the United States Steel Co., says: "It is impossible to exaggerate the importance of the steel trust. With proper management it should find no difficulty in destroying the iron and steel industries of Great Britain. The time has surely come to recognize that in an era of the fiercest, most unscrupulous competition, the community must stand by the threatened trade and aid it with its whole power, that is, to meet the trust with a tremendous organization."

We acknowledge the receipt of the illustrated industrial edition of the Windber Era, of Windber, Pa., which contains an extended write-up of the Asbestine Mfg. Co., of that city. This illustrated issue gives portraits of Secretary J. W. Campbell, Vice President P. E. Caulfield, Manager W. S. Young and J. B. Gallagher, of this firm, as well as a cut of their new plant. This firm have been very successful in pushing the sale of their Asbestine stove linings. Besides these linings they manufacture cupola linings, locomotive blocks, coke and oven linings and blast furnace linings. They are thoroughly equipped to fill all orders.

BOYNTON RANGES.

The Boynton Furnace Co., 207-209 Water St., New York, and 147-149 Lake St., Chicago, send us their handsome 1901 catalogue and price list of ranges.

Boynton's double oven Lakewood range has extra size box water back, located in the back end of the fire box, which connects with the boiler on either right or left of the range. It has sifting grate and ash pan. Also patent triangular revolving grates, which have a novel and ingenious attachment to prevent the grates from burning out. This range has one center smokepipe connection.

Boynton's single oven Niagara range in brick set or portable form, embodies the latest device to insure ease in cleaning flues. It also has a patent ventilating damper in the smoke pipe, to remove odors when cooking. It has sifting grate and ash pan, also patent triangular revolving grates, which have a novel and ingenious attachment to prevent the grates from burning out.

Boynton's single oven Newport range, in brick set or portable form, has a large and powerful water back and is fitted with solid brass pipes and ground couplings. The broiling door is large and is convenient for broiling and feeding purposes. This range has patent triangular revolving grates, with a novel and ingenious patented attachment to prevent their burning out, and extra large ovens.

Boynton's superb fire-place heater is fitted with round, square or French frame of standard size. It combines artistic design and beauty of finsh with powerful heating capacity and great durability. It is fitted with anti-clinker, anti-friction, clinker-clearing, draw-center grate. It has automatic direct draft and feed shoot, also dust damper, all operated from the outside. It is perfectly free from gas and dust.

One of these catalogues will be forwarded the trade on application. When writing for same kindly add: "Saw it in THE AMERICAN ARTISAN."

JEWEL GASOLENE STOVES.

Geo. M. Clark & Company, Chicago, send us their latest handsome catalogue of Jewel gasolene stoves. The cover shows a reproduction of the handsome gold medal this firm received at the Paris Exposition in 1900. This firm have completed a new line all of steel, equally rigid and durable, consisting of two smokeless generator stoves, five generator stoves, two smokeless giant burner stoves, four Jewel Acme stoves and two Process stoves. This firm's improved Giant Burner has a smokeless lighting attachment similar to that on the Smokeless generator. This firm's popular Junior burner has been improved by the addition of a

side ell and needle, making a generator with ample capacity for three cooking holes.

In the construction of the Jewel smokeless generator, large burner caps are used on the non-generating burner 3¾ inches in diameter. Leading features of this generator are the heavy cast brass generator head with removable plug for quick cleaning, every needle ell easily removed and renewed and the Jewel "cut-off" for a sub-flame. After the burner is once lighted the "cut-off" can be moved to one side, switching the flame beneath the burner plate, where it can be turned low. By using an additional ell, covered by a shield, a blue flame is secured for lighting.

The drip cup is so constructed that the small amount of gasolene which it contains burns blue. In half a minute it is nearly consumed, then the lighting valve is opened and its blue flame serves to heat the generator. No heating flame comes in contact with any of the needle points, so there can be no deposit of carbon.

The Jewel smokeless generator range No. 85 has a cast iron frame mounted on casters. The body is made of cold-rolled sheet steel, japanned. There are drip pans under all burners. There are two burners on the top and two on the step, either or both of which may be used.

Other features are high shelf with nickeled brackets, raised grates, oven drop doors with hardwood handles, and flue connection at the rear.

The Jewel Acme burner has a burner head of cast brass. A large japanned wheel, lettered "open" and "shut," with convenient handles, acts as a regulator and stop to the needle. A heavy drip cup causes the lighting flame to burn blue, free from smoke or soot. A shoulder on the needle prevents enlargement of the orifice.

One of these catalogues will be forwarded the trade on application. When writing for same kindly add: "Saw it in THE AMERICAN ARTISAN."

RADIANT HOME AIR BLAST COAL COOK.

The accompanying cut shows the air blast linings in Radiant Home air blast coal cook, manufactured by Black & Germer, Erie, Pa.

Radiant Home Air Blast Linings.

The oven is very large and pratically square. The shelf is only one-half inch shorter than the bottom.

The large fire box is properly proportioned. In its walls are cast a large number of self cleaning cells and slots extending from the bottom to the top, through which air is heated and forced by the grates, causing causing the fuel to burn from against the linings to the center instead of through the center, thus obtaining as large and hot a fire surface as is possible, directly against the linings with never any ashes to obstruct its radiation. The hot air from the draft slots mixes with the gases.

The duplex grate is perfectly fitted and adjusted, and when reversed, it forms a complete wood grate.

Pocket joints prevent cement from falling out.

Reservoir damper—when open, heat passes under reservoir, boiling the water, then around the oven. No heat being wasted.

The vertical direct draft damper can be replaced without removing the top of stove.

The cemented lower bottom forces heat to the oven and does not allow it to be wasted by radiation into the room.

Other features are cemented oven top, top cut in four sections, interlocking long center, heavy covers, braced centers, large bailed ash pan, large white enameled reservoir, wide draw-out drop hearth and kicker.

COLE'S DUSTLESS ASH COVER.

Ashes are a serious enough problem in the kitchen range. To the notions of the dainty housewife they are a colossal nuisance in the parlor or sitting room. For removing ashes in a cleanly manner the Cole Mfg. Co., 3218-3238 Western Ave., Chicago, have patented Cole's dustless ash cover. This attachment is furnished with Cole's air tight heaters and with these stoves only.

Cole's Dustless Ash Cover.

This cover consists of a stamped sheet steel hopper, which fits the ash door opening of the stove, combined with a flexible cloth cover which fits over an ordinary open coal hod. This new device enables one to remove with an ordinary fire shovel from two to four times the amount of ashes that can be contained in an ash pan without a particle of dust flying into the room and without the necessity of placing a newspaper or cloth underneath the ash pit. The same coal hod can be used for carrying out ashes and bringing in coal, thus saving half the time usually employed in this work. This method gives the stove its full base heating qualities, thus adding economy in fuel, and avoids the liability of cracking the bottom with snow brought in on a pan.

The Hardware Record.

Arkansas Retail Hardware Dealers' Association.
Pres. E. W. Horne, Forest City.
1st Vice-Pres., J. M. Pittman, Frescott.
2nd Vice-Pres., J. H. Morgan, Camden.
Secy-Treas., J. A. Plummer, Marianna.
Executive Committee: J. P. Rudolph, Arkadelphia; E. E. Mitchell, Morrilton; W. M. Harrell, Conway; F. C. Stearns, Hot Springs; J. A. Tappan, Helena.

Chicago Retail Hardware Dealers' Association.
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Vice-Pres., H. E. Guadt.
Sec., G. R. Lott.
Collector, John Hora.
Treas., J. L. Smith.

Hardware Merchants' and Manufacturers' Association of Philadelphia.
Pres., Hugh McCaffrey.
Vice- Pres., Wm. C. Peters.
Sec.-Treas., T. James Fernley.
Directors, William W. Supplee, Samuel Disston, John H. Griffith, James H. Ritter, William C. Peters, Thomas Devlin, Fayette R. Plumb, Hugh McCaffrey and T. James Fernley.

Illinois Retail Hardware Dealers' Association.
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Vice-Pres., Wm. Bittel, Peoria.
Sec., G. R. Lott, Chicago.
Treas., F. F. Porter, Chicago.
Ex. Com., Z. T. Miller, Bloomington; W. T. Gormley, Chicago; H. N. Murphy, Galesburg; C. Mauer, East St. Louis; C. Williams, Streator; L. Babst, Kankakee.

Indiana Retail Hardware Dealers' Association.
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Vice-Pres., Jas. L. Hutton, Portland.
Sec. and Treas., W. L. Corey, Argos.
Members Ex. Com., I. A. Sibley, South Bend; E. M. Bush, Evansville; W. H. Weed, Vincennes.

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First Vice-Pres., J. B. Spraggins, Ardmore.
Second Vice-Pres., I. P. Smith, Caddo.
Sec., Dick Miller, Poteau.
Treas., Clarence Turner, Muskogee.

Inter-State Retail Hardware Dealers' Association.
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Vice-Pres., Geo. Hubbard, Flint, Mich.
Sec., M. L. Carey, Argus, Ind.
Treas., H. T. Helgeson, Milton, N. D.
Ex. Com., Z. T. Miler, Bloomington, Ill.; Fred Neudorff, St. Joseph. Mo; I. A. Sibley, South Bend Ind.; H. A. Cole, Council Bluffs, Ia.; H. G. Cormick, Centralia, Ill.

Iowa Retail Hardware Dealers' Association.
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Vice-Pres., E. G. Penrose, Tama.
Ex. Com., A. C. Heyman, Miles; L. Lindenberg, Dubuque; F. S. Narum, Waukon; E. G. Penrose, Tama; W. A. McIntire, Ottumwa; L. H. Kurtz, Des Moines; H. A. Cole, Council Bluffs; Harry Vincent, Ft. Dodge; W. H. Miller, Cherokee; M. W. Keaing, Afton; Jacob Seither, Keokuk.

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Vice-Pres., Oscar Rohhr, Topeka.
Sec., J. A. Cole, Topeka.
Ex. Com., James H. Hamilton, Arkansas City; E. I. Kfng, Logan; T. H. Kinlry, Beloit; J. M. Walters; Robinson; F. W. Bartlett, Kansas City.

Kentucky Retail Hardware and Stove Dealers' Association.
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1st V.-P., J. S. Ogden, Ashland.
2nd V.-P., Chas. D. Winn, Paris.
Sec., Paul Wagner, Louisville.
Asst. Sec., Wm. Dehler, Louisville.
Treas., Henry Heick, Louisville.

Michigan Hardware Association.
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Vice-Pres., H. C. Minnie, Eaton Rapids.
Sec. Fred H. Cozzens, Detroit.
Treas., H. C. Weber, Detroit.
Ex. Com., C. E. Pipp, Otsego; A. J. Scott, Marine City; J. B. Sperry, Port Huron; A. Harshaw, Delray; G. B. M. Towner, Muskegon, for one year; Jas. J. Potter, Alpena; Jno. W. Iochim, Ispheming; Robt. G. Chandler, Coldwater; John Popp, Saginaw; F. S. Carlton, Calumet, two years.

Minnesota Retail Hardware Association.
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Vice-Pres., H. S. Cleveland, Minneapolis.
Sec., T. McCracken, Minneapolis.
Treas., G. M. Evanson, St. Peter.
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Advisory Board, P. E. Harney, Joplin; E. Stuelzing, Kansas City; J. M. Kenyon, Maitland; W. T. Shoop, Richmond; G. A. Pauly, St. Louis.

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Vice-Pres., H. N. Joy, Hamilton.
Treas., W. H. Pinkerton, Lakota.
Sec., C. N. Barnes, Grand Forks.
Ex. Com., H. Harrington, Fargo; W. W. Jamieson, Wahketon; H. F. Strehlow, Casselton; I. L. Newgard, Grafton; H B. Allen, Jamestown; H. A. Mae, Church's Ferry.

Ohio Hardware Association.
Pres., O. M. Scott, Marysville.
Vice-Pres., W. P. Bogardus, Mt. Vernon.
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Financial Sec., Will C. Jones, Columbus.
Treas. H. G. Woodward, Sidney.
Ex. Com., Geo. B. Meyer, Cincinnati; Geo. V. Guyton, Ada; H. F. Rahe, Cleveland; J. Rohrbacher, Akron; A. H. Strome, Warsaw; Frank Winters, Lancaster; James B. Carson, Hamilton; R. Brown, Washton Court House.

Philadelphia Retail Hardware Dealers' Association.
Pres., Frank Schmidt.
Vice-Pres., Julius M. Aff.
Sec., T B. Hendricksen.
Treas. Edward H. Shannon.
Trustees, Wm. E. Andrews, Lewis C. Claditg and Aaron I. Sanson.

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First Vice-Pres., Aug. Steinmeyer.
Second Vice Pres., Aug. Gruendler.
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Treas., L. J. Boehl.

Southern Hardware Jobbers' Association.
Pres., J. D. Moore, Birmingham, Ala.
Vice-Pres., C. E. Speer, Ft. Smith Ark.
Second Vice-Pres., F. W. Heitmann, Fort Worth, Tex.
Sec., C. B. Carter, Knoxville, Tenn.
Ex. Com., C. H. Ireland, Greensboro, N. C.; G. W. Barnett, Montgomery, Ala.; O. B. Barker, Lynchburg, Va.; Wm. Crumley.

Texas Hardware Jobbers' Association.
Pres., F. A. Heitman, Houston.
First Vice-Pres., J. C. Bering, Houston.
Second Vice-Pres., Ed. Strauss, Waco.
Sec.-Treas., Robert Eikel, Houston.
Ex. Com., Jas. Moroney, Dallas; R. F. Bell, Weatherford; W. L. Sanford, Sherman; A. E. Goeth, Austin.

Wisconsin Retail Hardware Dealers' Association.
Pres., John Hessel, Antigo.
Vice-Pres., Otto Schlafer, Appleton.
Sec., C. A. Peck, Berlin.
Treas., George Leverenz, New Holstein.
Ex. Com., Henry Droegkamp, Milwaukee; Aurhur Heins, Tigerton; E. H. Ramm, New London; J. Wilkie, Fond du Lac.

The Norfolk Cutlery Co. is a new Norfolk, Va., concern.

Pannerman & Booth, Grand Forks, N. D., are victims of a recent fire.

Frank Barrett, Wenona, Ill., is just recovering from a severe attack of grip.

Thos. Giles Jr., formerly in the hardware trade at Peoria, Ill., has retired from business.

The Page Fence Co., Adrian, Mich., recently made a day shipment of 91 miles of manufactured fence.

Chas. E. Maris, Williamsburg, Ia., sold his tin and furnace business to C. F. Schneer on March 5.

The Reynolds Nailless Horseshoe Co. are a new Wilmington, Del., concern, capitalized at $500,0000.

The Savanna Hardware Co., Savanna, Ill., have bought the stock of J. W. Miller and combined the two under the firm name of Rhodes Bros. & Co.

The Jos. Dixon Crucible Co., Jersey City, N. J., send us one of their pretty March calendars. This shows the typical March lamb and lion, and its display is unique and striking.

William H. Phiell, 103 Leavitt, St., Chicago, a hardware dealer 68 years old, committed suicide on March 4th by opening the gas burners in his bed room.

The New Century Mfg. Co., capitalized at $10,000 has been incorporated at Paterson, N. J., to manufacture patented hardware articles and other novelties.

L. D. Howe, who succeeded Hamilton & Russell in the hardware business at Streator, Ill., is putting in some new interior fixtures and repainting. Mr. Howe reports a good general trade.

F. E. Crane & Co., hardware dealers at Farmington, Ill., suffered a severe loss by fire on morning of 25th February. The building and stock being almost an entire loss. The firm contemplate starting up again so soon as quarters can be secured.

H. F. Howland, Streator, Ill., is reported to have sold his stock to C. E. Akers, of Decatur, who will hereafter manage the business. Mr. C. E. Akers, associated with others, has established a chain of furniture and stoves stores in various parts of Illinois, having added the ninth link in purchasing the H. F. Howland stock at Streator.

The Ericsson Telephone Co., 296 Broadway, New York, send us an interesting little pamphlet on the "Transposition of Wires." This brochure contains technical matter of interest to all telephone people. A sample of its valuable contents is shown by the following excerpt: "When making a joint between two copper line wires, whole copper sleeves should be used. It has been shown by careful tests that the tensile strength of a sleeve joint may be nearly doubled by soldering the joint at the ends of the sleeve only. The sleeve joints in 3,000 miles of telegraph lines put up in 1898, between Montreal and Vancouver were soldered in this way. This line consists of hard-drawn copper wire weighing 300 pounds per mile, between a No. 7 and a No. 8 B. & S. in size." The trade interested in this subject should write this firm. When writing them kindly add: "Saw it in THE AMERICAN ARTISAN."

GOODS WELL BOUGHT.

What has been your experience in buying goods, Mr. Hardware Dealer? Has there not been a bright spot in your business career where some cut-price, incompetent competitor, after driving you to the verge of despair, has succeeded in pushing himself over the verge of bankruptcy, and you have purchased his bankrupt stock a great deal cheaper than any jobber could sell you?

Perhaps you have been able to make such a business bargain, and have been hoping ever since that some similar occasion would shortly arise again?

What is the sense of being a business Micawber, waiting for the "good things" to turn up? There is no reason why the average hardware dealer instead of getting just one such bargain in a business career should not get the benefit of them all the time, and sell his goods in competition with catalogue house prices that would make the latter stack up as small potatoes and few in a hill. The way to secure a succession of bargains is by writing the Chicago House Wrecking Co., West 35th and Iron Sts., Chicago, for one of their latest catalogues, adding when you do so that you "Saw it in THE AMERICAN ARTISAN."

This firm's name is apt to give a wrong impression as to their scope. They are, it is true, a house-wrecking firm, and have secured the salvage on the World's Columbian Exposition, the Omaha Exposition, the old Chicago postoffice and numerous other colossal structures.

But this is only a part of their immense jobbing of bargains. They are bidders of general stocks of merchandise at sheriffs' and receivers' sales. They have relieved many a manufacturer or jobber from enforced liquidation by buying their surplus stock at less than the cost of material. While they are great handlers of machinery of all kinds, they also handle a very extensive variety of goods suitable for the general hardware trade. These goods of theirs include salvage, of course, but the great bulk of them are brand new goods, as fine in quality as similar grades of goods anywhere, and offered at prices which must prove wildly seductive to the average retailer. The dealer who bucks one of these catalogues against a supply house catalogue can sell at catalogue house prices and make profits of a size to take his breath away.

This concern is capitalized at $250,000, and is a thoroughly responsible firm. The size of the wrecking contracts it has carried through would amply demonstrate this fact. Any firm that can put up for buildings where first cost was $33,000,000 is evidently of some size.

This company, the largest of its kind in the world, is a product of the period. Its list of goods is amazingly complete, as will be seen by the variety of sizes of new iron and wood pulleys described in this volume.

This firm claim that they sell more brand new galvanized flat V-crimped or corrugated iron roofing than any firm in the country.

They offer decided bargains in tarred roofing felt, standard black wrought iron pipe, brand new pipe fittings, brand new pipe wrenches, etc.

This firm, in one "swoop," to use an expressive colloquialism, purchased at sale the complete stock of brand new, perfect brass valves and fittings of the National Tube Works, the stock inventorying for over $50,000, and as long as these goods last they are making phenomenal prices on them.

For 15 cents this firm will send a sample of the brand new horse and mule shoes of which they recently bought 10 carloads at a sale.

Wood lag screws at 3 cents a pound in 100 pound lots give an inkling of the kind of prices this firm make.

Their line of steel tanks are brand new—galvanized—strong and durable and are extra well riveted.

This firm have made advantageous purchases of emery wheels, paints, registers, all of which they offer at very low prices.

Their hot air registers include an entire and complete stock bought at a manufacturer's sale and made by a well-known factory, and includes odd as well as regular sizes. In workmanship, durability and beauty of finish these goods are unsurpassed, and their prices are below those of the recent break.

This firm make good prices on brand new axes, adzes, farm and garden tools, padlocks, letter presses, burglar alarms, wood pumps, bronze butts, clothes wringers, etc.

At a recent manufacturer's sale this firm bought 100 brand new Fire King gas ranges. They also bought 600 brand new Atlantic washing machines at assignees' sales. These goods are offered at very low prices.

They have church bells, bicycle sundries, brand new safes, meat tenderers, scales, plumbers' supplies, electrical supplies, wire guards, mantel grates, vises, fences, wrenches and an infinity of hardware goods, and the trade should certainly investigate their extensive line offered at bargain prices.

FOR DISCIPLES OF IZAAK WALTON.

Daniel Webster, that intellectual giant whose fame is brightened rather than dimmed by the transit of years, was for ten days a member of the Massachusetts legislature. During these ten days he brought forward but one bill, and that unanimously became a law. It was a bill in favor of the hook and line as the only method of catching trout. Whenever this New England colossus fell into a biographical mood he would recite with gusto his success in preserving the Bay State trout. The gentle art of coaxing an elusive fish from its watery home is one that is enshrined in the heart of all true sportsmen, and the season is fast approaching when the Waltonians will visit the hardware dealers and ask to see what he has for them in the fishing line. Every dealer will find it to his advantage to write The John Pritzlaff Hardware Co., Milwaukee, Wis., for a copy of their complete line of new 1901 fishing tackle. Their line of fish lines, rods, reels, hooks, baits, spoons, artificial insects, minnow buckets, sinkers, fish scalers, floats, rod mountings, fishing knives, landing net frames, etc., is a very complete one. The trade should write for one of these books. When writing kindly add: "Saw it in THE AMERICAN ARTISAN."

The Drennan-Briggs Hardware Co., Syracuse, N. Y., have been incorporated with a capital stock of $30,000, for the manufacture of iron, steel and hardware.

A STRATEGIC LOCATION.

Take the map of any northwestern railroad and start at any thriving little city you wish in Montana, the Dakotas, Minnesota, northern Iowa, or western Wisconsin, and follow with your finger the course of the railroad leading through it and you will find that your finger travels straight to the Union depot, St. Paul. When you reach this depot you look out on a series of large, handsome brick buildings close at hand and see the sign of Farwell, Ozmun, Kirk & Co. What finer shipping location than this could a firm desire? All the trains of the northwest empire stop at their very doors, and you can throw a stone from their shipping room door and hit any passenger or freight train leaving St. Paul.

In our March 2d issue we showed one of the warehouses of this firm, and herewith show another. In fact, the magnificient warehouse facilities of this firm are necessary to enable them to take full advantage of their splendid shipping facilities. It is all very well to be the focus of the railroads of the great northwest, but what good does an edge on shipping facilities avail if one has not the goods to ship. The great warehouses of this firm carry a very full assortment of hardware goods, and they are in a position to meet, not only ordinary, but unexpected and unusual demands of the trade. Suppose 100 different dealers in different sections of the northwest should come to their stores some fine morning and find that the gentle burglar had done them dirt the preceding night. If all these dealers would immediately wire this firm for the cutlery, revolvers and other goods necessary to replenish their stocks, the first trains leaving St. Paul would be carrying out their goods. Many of these dealers would have their show cases replenished by noon, the bulk of them would receive the goods to fill their wants by an early afternoon train, and a few distant ones, located in the western part of the Dakotas or in Montana, would have their new goods in the first thing the next morning.

It is this promptness in shipping, coupled with favorable prices, high quality of goods and adaptability of goods to the demands of the western trade that has built this house up and given it its present commanding position in the northwest.

In the analysis of the component elements of this firm's success it would be a serious mistake not to refer to their policy towards the retail trade.

The heads of this firm have a deeply ingrained idea that their prosperity rests on that of the northwestern retail hardware dealer, and hence they are at all times ready to do all they can in helping him fight his trade battles.

They do not sell to catalogue houses, believing, as their R. A. Kirk said before the Minnesota Retail Hardware Dealers' Association at the New Century Hall, Minneapolis, Feb. 28th, that "Catalogue houses are the greatest evil to our country friends. No jobber who appeals to the retail trade has any right to furnish goods to supply houses."

This firm go further than this, however. They do not think that the jobber's protection to the retailer should end at a mere refusal to sell catalogue houses, but hold that the jobber should, in co-operation with the retailer, use his influence with the manufacturer to prevent catalogue houses from advertising cut prices.

Warehouse Farwell, Ozmun, Kirk & Co., St. Paul.

Another deeply rooted idea that prevails in the management of this house is an aversion to running a retail business on their own hook.

While this firm are anxious for customers, they search for them only in the ranks of legitimate hardware dealers. They do not sell racket stores, department stores, great or small, grocery stores, or the many other concerns who are striving to filch a little of the trade that justly belong to the hardware man. Then again, they indicate in a decidedly pronounced manner to their mail clerk that if his brother-in-law wants a new shot gun he should patronize some legtimate retailer rather than expect to get it at "wholesale." It is certainly "real mean" of this house not to let their stenographer's sister get a bicycle at wholesale prices, and no doubt their assistant cashier's uncle is highly indignant because he has no "pull" when he wants to buy fishing tackle at jobbing prices through the medium of his relative, but the retail hardware trade appreciate little things like this and are staunch friends of a house whose policy it is to make their interests its own, even in such apparent trifles as the stenographer's sister's bicycle.

Second Annual Meeting National Retail Hardware Dealers' Association.

The National, formerly Interstate Retail Hardware Dealers' Ass'n, held their second annual session at the Sherman House, Chicago, March 6, 7 and 8. The following delegates were present: H. T. Helgeson, Milton, N. D.; L. M. Nash, Centralia, Wis.; O. P. Schlafer, Appleton, Wis.; H. A. Cole, Council Bluffs, Ia.; Z. T. Miller, Bloomington, Ill; H. G. Cormick, Centralia, Ill.; W. O. Gormley, Chicago; F. N. Neudorff, St. Joseph, Mo.; O. M. Scott, Marysville, O.; W. P. Bogardus, Mt. Vernon, O.; J. P. Duffy, Greenville, O.; Irving A. Sibley, South Bend, Ind.; M. L. Corey, Argos, Ind.; W. P. Lewis, New Albany, Ind.; Geo. W. Hubbard, Flint, Mich; Fred Cozzens, Detroit, Mich.; Chas. Bock, Battle Creek, Mich.

Pres W. P. Lewis' New Albany, Ind.

President Miller read his annual address, which carefully reviewed the labors of the association the past year. The signal success of the association in dealing with different wholesalers was gone over with in detail. He suggested that manufacturers desirous of preventing their goods from getting into the hands of illegitimate competitors should agree and enforce a system by which the source of supply might be traced. He also mentioned the abuse of quantity and class differentials, under which the inequitable conditions confronting the retailer are made possible.

The importance of co-operative work between jobber and dealer was urged, and the work done in this direction was outlined.

The eminently judicious suggestion was made that the president of the association should be relieved from the necessity of passing upon all phases of association work by dividing the work into the following cabinet heads, viz.: Legislative, Financial, Grievance, Jobbers and Manufacturers or Arbitrative, Membership and Organization. One member of the executive committee should be appointed to take charge of, investigate and pass upon whatever might present itself under any one of these heads and leave the president to pass upon whatever sundry affairs might arise during the year, and as counsellor when deemed necessary after ideas were well formulated. This plan would en-

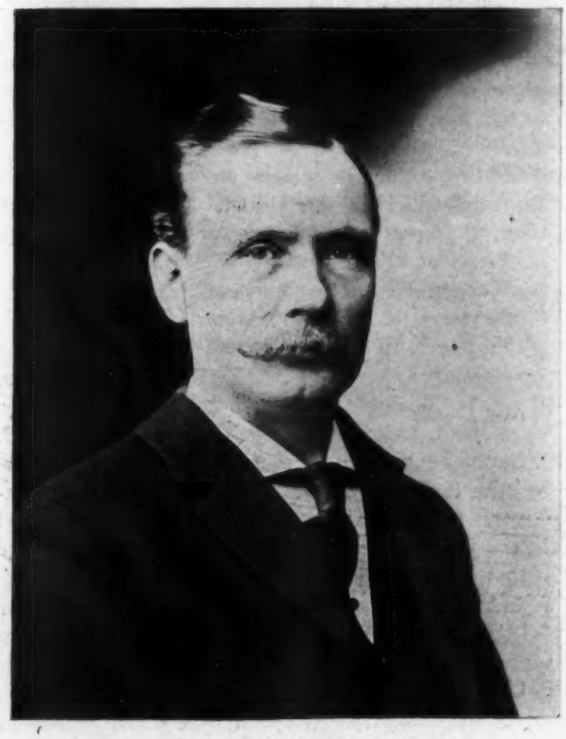
Sec. M. L. Corey, Argos, Ind.

able an active business man to accept the presidency, as it would practically relieve him of three-fourths of the work he would be expected to supervise.

An evil that the association will have to remedy is found in the fact that a large number of jobbers and manufacturers do not belong to any association of national character, and consequently do not consider themselves bound by any arrangements that might be entered into between these bodies, and presents difficulties in adopting the conclusions of these joint bodies, be they ever so wise and just.

An interesting part of Mr. Miller's report dealt with the proposed rearranging of dates of the Interstate and the several state meetings. At present the In-

terstate meets after the state association meetings for the year are over, and it is impossible to put before them



Treas. H. T. Helgeson, Milton, N. D.

such uniform action as the year's business experience of the Interstate might dictate.

The importance of two executive or cabinet meet-

Z. T. Miller, Bloomington, Il., of Executive Committee.

ings of the Interstate Association each year was also suggested, as was the proposed suggestion of the Interstate Association suggesting to the various state associations a series of dates, that would insure better facil-

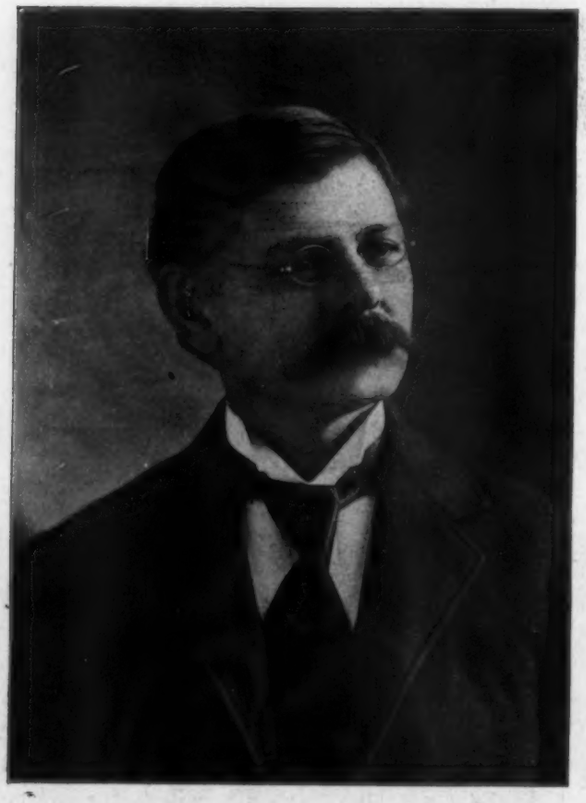
Irving A. Sibley, South Bend, Ind., of Executive Committee

ities for the association officers as well as the jobbing and manufacturing interests to attend the greatest pos-

H. A. Cole, Council Bluffs, Ia., of Executive Committee.

sible number of these meetings at a minimum expense and loss of time.

During the past year the association has aided in shelving the parcel post bill and in causing a letter to go



H. G. Cormick, Centralia, Ill., of Executive Committee.

Fred Neudorff, St. Joseph, Mo., of Executive Committee.

out from the postmaster general warning country postmasters against the scheme of Sears- Roebuck & Co. to corrupt them into soliciting agents.

In conclusion, President Miller urged that every member of the association should be impressed with the importance of giving such discoveries immediate attention through the proper officers of the association, and be taught that though he may never hear from it the association will in every way possible strive to correct or check whatever difficulty the subject matter may present.

The name of the association was changed to the National Retail Hardware Dealers' Association, and the following officers were elected for the ensuing year:

President, W. P. Lewis, New Albany, Ind.

Vice President, Geo. Hubbard, Flint, Mich.

Secretary, M. L. Corey, Argos, Ind.

Treasurer, H. T. Helgeson, Milton, S. D.

Executive Committee, Z. T. Miller, Bloomington, Ill.; F. N. Neudorff, St. Joseph, Mo.; Irving A. Sibley, South Bend, Ind.; H. A. Cole, Council Bluffs, Ia.; H. G. Cormick, Centralia, Ill.

The Kentucky Retail Hardware Dealers' Association was admitted as a member of the association, and the constitution of the National Association was changed so that the retail dealers belonging to the Ohio Hardware Association could be taken in.

At the Friday morning session of the association a resolution commending the retiring secretary for the zeal and skill with which he had performed his duties was unanimously passed and a hearty vote of thanks was tendered him for the able assistance he had given the organization.

WILL MEET AT ASHEVILLE, N. C.

A telegram to THE AMERICAN ARTISAN from Asheville, N. C., March 8th, states that the Executive Committee of the Southern Hardware Jobbers' Association were in session there on the morning of March 8th, at the Battery Park Hotel, and after careful consideration of the various sites for the 1901 convention of that influential association, decided that their eleventh annual convention would be held at the Battery Park Hotel, Asheville, N. C., on June 4th, 5th, 6th and 7th. Asheville is an ideal city for a convention, as it is one of the most noted health resorts of the South, and is in easy distance of Richmond, Charleston, Atlanta, Knoxville and other leading jobbing centers. "Biltmore," the finest of American residences, is located there, and the jobbers taking in this convention are certain to have an exceptionally interesting time.

THE BLYMYER BELLS.

The Cincinnati Bell Foundry Co., Cincinnati, O., send us a very pretty catalogue describing the Blymyer bell. This bell is fully equal in tone sound, carrying power and durability under any and all conditions, to copper and tin bells of corresponding weight. Thousands of these bells are in use in church belfrys, schools, fire engine houses, factories, etc., all over the world. These bells are very carefully mounted. Bells of 24 inch diameter and larger have springs attached to the clapper to prevent its resting on wall of bell after striking, and leathers are attached to the ends of such

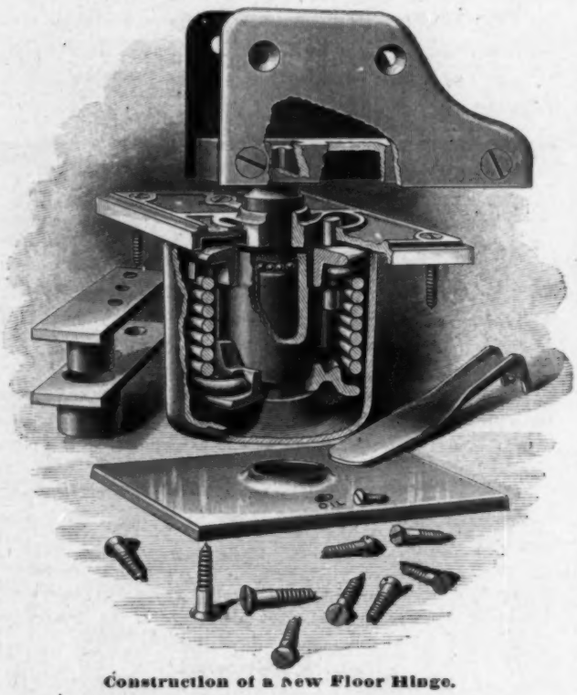
springs. Bells of 32 inch diameter and upwards have tolling hammer attached to frame. It is claimed that in the vitally important feature of resonant surface the Blymyer bell simply distances all others, it is claimed, as the composition used by this firm permits of greatly increased diameters for bells of corresponding weights with the great gain of resonant surface accompanying such increase. One of these catalogues will be forwarded the trade on application. When writing for same kindly add: "Saw it in THE AMERICAN ARTISAN."

THE BOMMER BALL-BEARING FLOOR HINGE.

The accompanying cut shows the Bommer ball-bearing spring hinge, made by Bommer Bros., 257-271 Classon Ave., Brooklyn, N. Y.

The top plate shown in the foreground is made of steel, and a steel tension wrench is furnished with each set.

The tension of the Bommer ball-bearing floor hinge being adjustable only four sizes are necessary to cover the entire range of doors. This feature is of practical advantage to dealers, eliminating useless sizes and enabling them to carry a full assortment on a smaller investiment. The ball-bearing being raised on center post nearly to floor level, gives a well balanced, easy movement, and, being covered by hollow spindle, the



Construction of a New Floor Hinge.

ball-bearing is thoroughly protected from water, dirt and grit.

The top bearing plate is broad, so that the screws get a good hold in flooring. Only the best oil-tempered springs are used, all parts are interchangeable and carefully proportioned. The cylindrical shape of the Bommer ball-bearing floor hinge makes it easy to let into the floor and brings the center of the pivot as near as possible to the casing. The finish is in every respect up to the high standard set by this well-known house.

DEATH OF OTTO L. SCHULTE.

The hardware trade will learn with deep regret of the death of Otto L. Schulte, of the hardware firm of Schulte & Siecke, Freeport, Ill., on Feb. 23d. Mr. Schulte was temporary secretary of the first meeting of the Illinois Retail Hardware Dealers' Association, and later a member of the Executive Committe of the association, and always took an active interest in that association. Just two hours before his death he was visited by his partner, Mr. Siecke, and eagerly asked him for news concerning the Galesburg convention.

Otto L. Schulte was born in Freeport, Nov. 10, 1859, making his age a little over forty-one years. He attended the Freeport public schools and graduated from the high school in the class of 1879. He worked in the postoffice for a year and then entered the store of the Bartlett Hardware Co., learning the business from top to bottom. In 1888 he bought out William Arndt's half interest in the hardware store on Galena street, which then became known as Leemhuis & Schulte, and is now Schulte & Siecke. He was also a stockholder and director of the German InsuranceCo. He was a member of the Germania society, the Freeport club and Rinaldo lodge, Knights of Pythias, in which later organization he had held the highest office.

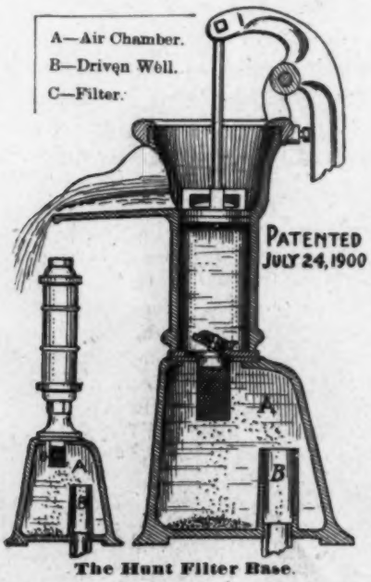
On Sept. 15, 1888, he was united in marriage to Miss Emma Biersach, of Milwaukee. She survives him, sa well as one son, Walter. He also leaves to mourn his loss his parents, Mr. and Mrs. D. B. Schulte, and one brother and two sisters, A. F. Schulte and Misses Emma and Matilda Schulte.

The funeral was held from his late home, 226 Pleasant street, at 2 o'clock, Feb. 25th.

THE HUNT FILTER BASE.

The accompanying cut shows the Hunt filter base, manufactured by the Hunt Filter Pump Co., Nichols, N. Y.

In the illustration this base is attached under pitcher pump top and under deep well cylinders. It can be used with any pump. The sand is freed from



The Hunt Filter Base.

the water and the pump holds its priming, as the sand cannot get to the lower valve to get under the same. These bases are particularly valuable under windmills, where there is sand, as nearly every time a mill stops for lack of wind or other cause the pump will lose its priming, and windmill pumps, as well as many others, are not easily primed. With this base a pump will not pump sand or worms. It will wear longer and work easier. The pump is always primed and the water is clear. The Hunt device is secured by a number of patents.

IDEAL HARDWARE.

The Stover Mfg. Co., 170 River St., Freeport, Ill., send us a handsome catalogue showing their very extensive line of builders' hardware, shelf hardware and specialties in hardware. This firm's New Idea double acting spring hinge is made in a variety of sizes and finishes. The ornamental pattern and three intermediate sizes of plain pattern are adapted to be used as surface hinges and are therefore easily applied. The edges of the leaves are beveled and make a neat finish.

(1) When this hinge is used it is not necessyar to round off the edge of the door, as the jamb plate and jamb strip is concaved, allowing the corners of the door to pass through the circle of concave. (2) The hinge has a stationary steel pintle to swing on, and it is impossible for the door to sag, it is claimed. (3) The hinge divides at the center by removing four screws, making it easy to fit the leaves to the door and attach jamb plate to jamb. (4) The rear joint of the door is always covered when the door is closed. (5) In the solid bronze hinges all wearing surfaces and bearings are provided with case-hardened steel bushings. (6) This hinge has all its working parts confined entirely within the jamb plate. (7) As the hinge divides at the center and the leaves are interchangeable, two finishes can be used on one hinge, thus matching the trim in different rooms without difficulty.

The Ideal window sash lock prevents windows from rattling, keeps meeting rails tight together, is proof against outside operators and has a lifting range sufficient to compensate for the rebound of either sash in closing.

The Ideal sash pulley is a cone axle pulley, noiseless and perfectly free in operation.

A great variety of the many other attractive and salable hardware specialties of this firm are shown, including barn door latches, door pulls, drawer pulls, foot scrapers, house numbers, flush rings, stove pipe registers, quilt frame clamps, shelf brackets, shade roller fixtures, surface chest handles, cast tack hammers, cast claw hammers, Ideal dampers, Ideal damper clips, Ideal cover lifters, sad iron stands, Ideal spring mops ,Novelty paper files, etc. One of these up-to-date catalogues of attractive and easily selling hardware novelties will be forwarded the trade on application. When writing for same kindly add: "Saw it in THE AMERICAN ARTISAN."

NEW CONSTITUTION OF THE CHICAGO RETAIL HARDWARE DEALERS' ASSOCIATION.

The Chicago Retail Hardware Association, at a recent meeting, made a thorough revision of their constitution, their new constitution and by-laws reading as follows:

CONSTITUTION AND BY-LAWS OF THE CHICAGO RETAIL HARDWARE ASSOCIATION AS AMENDED JANUARY 25, 1901.

Article 1—Name.

The name of this Association shall be "The Chicago Retail Hardware Association."

Article 2—Objects.

The objects of this Association shall be to promote the welfare of the retail hardware trade of Chicago, and to create amongst its members confidence and social benefits.

Article 3—Membership.

Section 1. Any person, firm or corporation engaged in the retail hardware business in Chicago, and recognized as a retail hardware dealer, may become a member of this association.

Sec. 2. A ballot shall be taken on every application for membership. Three objections debar an applicant from membership.

Sec. 3. Any member who is six months in arrears in dues shall be suspended. He can be reinstated within the following three months by a majority vote of the Association by paying a fee of $1.50 and all back dues.

Article 4—Revenues.

Section 1. Membership fees shall be three dollars.

Sec. 2.—Dues shall be four dollars per annum, payable quaraerly in advance.

Article 5—Officers.

Section 1. The officers of this association shall be president, vice-president, secretary, collector and treasurer, who shall serve for a term of one year, or until their successors are elected.

Sec. 2. The president shall preside at all meetings, and appoint all committees.

Sec. 3. The vice-president shall preside in the absence of the president.

Sec. 4. The secretary shall enter the minutes of the meet-

ings in a book of records, do all corresponding, draw all orders on the treasurer, and have charge of the seal. He shall receive a salary as the Association may decide.

Sec. 5. The treasurer shall receive all moneys and pay all disbursements after being voted upon by the members; the ordrs for same to b signed by the secretary and president ,or, in his absence, by the vice-president.

Sec. 6. The collector shall collect all dues from each member when due, and the nturn them over to the treasurer at every meeting. For such work he shall receive a salary as the Association may decide.

Article 6—Bonds.

The treasurer shall furnish a bond as shall be decided at the meeting of the election of officers.

Article 7—Buying Committee.

Section 1. A buying Committee of three shall be elected at the annual election, to buy as instructed by the Association. They shall receive a salary as the association may decide.

Sec. 2. A grievance committee of five (5) shall be appointed by the president at the beginning of his term..

Sec. 3. An executive committee of five (5) shall consist of the president, vice-president, and three other members, who shall be elected at the annual meeting, whose duty it shall be to look after the welfare of the Association.

Article 8—Elections.

The annual election of officers shall be held at the regular meeting in December. The newly elected officers shall tak their seats at the next regular meeting.

Article 9—Auditing Committee.

An auditing committee of three (3) shall be appointed at the regular meeting in December to examine the books of the secretary, collector and treasurer, said committee to report at the next regular meeting.

Article 10—Early Closing Agreement.

The members of this Association agree to close their respective places of business on Wednesday and Friday evenings at 7 p. m. during the months of January, February, March, April, July, August, and September, and also agree to keep their stores closed all day Sunday throughout the year.

Article 11—Meetings.

Section 1. The regular meetings of this Association shall be held on the fourth Friday of each month, commencing at 8 o'clock p. m.

Sec. 2. Special meetings may be called by the president and secretary.

Article 12—Honorary Membership.

Honorary members can be admitted by unanimous vote, they can attend meetings, debate. but have no vote, cannot hold office, and pay no dues.

Article 13.—Quorum.

Ten members shall constitute a quorum at any meeting to transact business according to our laws.

Article 14.

The collector shall send bills every three months to each member for dues.

Article 15.—Removal.

It shall be the duty of every member to report the removal of persons unworthy of credit.

Article 16—Deaths.

In case of death of a member the president and secretary shall be empowered to buy a floral piece, not to exceed $12.00, and the secretary shall notify the members of such death. One carriage to be permitted for the officers.

Article 17—Amendments.

Amendments must be submitted in writing, read at a regular meeting, laid over until the next regular meeting, and all members must be notified of proposed amendment before final action can be taken. Three-fourths of the members voting can carry an amendment.

Order of Business.

1. Roll call of officers.
2. Reading of minutes.
3. Correspondence.
4. Application of membership.
5. Report of buying committee.
6. Report of special committees.
7. Unfinished business.
8. New business.
9. Does any one desire to pay dues?
10. Report of collector.
11. Adjournment.

BUSINESS CHANGES.

NEW FIRMS.

Albuquerque, N. M.—The Donahue Hardware Co.
Bridgeport, Conn.—M. E. Kelly.
Darlington, S. C.—Wilson & James.
Detroit, Mich.—Joseph A. Marks & Co.
Elkhart, Ind.—William Theis, Jr.
Freeport, Ill.—C. L. Richards.
Gallipolis, Ohio.—Womeldorff & Thomas.
Hayt's Corners, N. Y.—Hilkert & Mosher.
Jackson, Miss.—The Jackson Hardware Co.
Kingston, N. Y.—Platt N. Paine.
Longmont, Colo.—The J. B. Thompson Hardware Co.
Milford, Mass.—William E. Staples & John M. Norris.
Moline, Ill.—A. E. Froyd & Co.
Runnels, Iowa.—Runnels Hardware Co.
Stamford, Texas.—The Ed. M. Hart Hardware Co.
Swan Pond, W. Va.—Daniel H. Fulk.
Virden, Mo.—T. F. Hopkins Co.
Williamstown, Mass.—Perry A. Smedley.

CHANGES.

Athens, Mich.—H. C. Hayman, of Fabius, succeeds H. C. Miller.

Bode, Iowa.—John & Peter Schreiber succeed Peter Williams Son.

Burlington, Vt.—The Strong Hardware Co. succeeds F. H. Foss, of Vergennes.

Canesteo, N. Y.—G. C. & Wm. Burrell succeed Burrell & Carroll.

Carthage, N. Y.—J. E. Strickland & Son succeed John E. Strickland.

Clinton, Me.—C. C. Hayes succeeds Manley Morrison and moves the stock into his own store on Main street.

Easton, Md.—E. L. Rich and Harr Clark buy the hardware business of E. T. Nichols.

Elberton, Ga.—The Elberton Hardware Co. buys the stock of the Bewley Hardware Co., thus becoming one of the largest establishments of this kind in this section of the state.

Fairmont, W. Va.—Hood & Clelland succeed Alex. Beaubout.

Raleigh, N. C.—The Julius Hardware Co. is reported dissolved.

Ola, Ark.—Harry George succeeds George Goodier.

Bearden, Ark.—The Bearden Hardware and Furniture Co. has been dissolved.

Gordon, Ark.—Barton & Goodwin have dissolved partnership.

Memphis, Tenn.—J. P. Drake & Son succeed H. M. Mayfield.

Waynesville, N. C.—J. P. Swift & Co. are reported dissolved.

Big Spring, Ky.—J. T. Collins succeeds W. H. Doran.

Mount Vernon, Ky.—A. Bryant succeeds R. L. McFerron.

Greenwood, Texas.—James Riley moves his store to Childress.

Madisonville, Tenn.—Lowry & Kefauver dissolve partnership.

Abbott, Texas.—Price & Lucas succeed James H. Prince.

Seagoville, Texas.—J. A. Ballard succeeds L. L. & B. H. Watson.

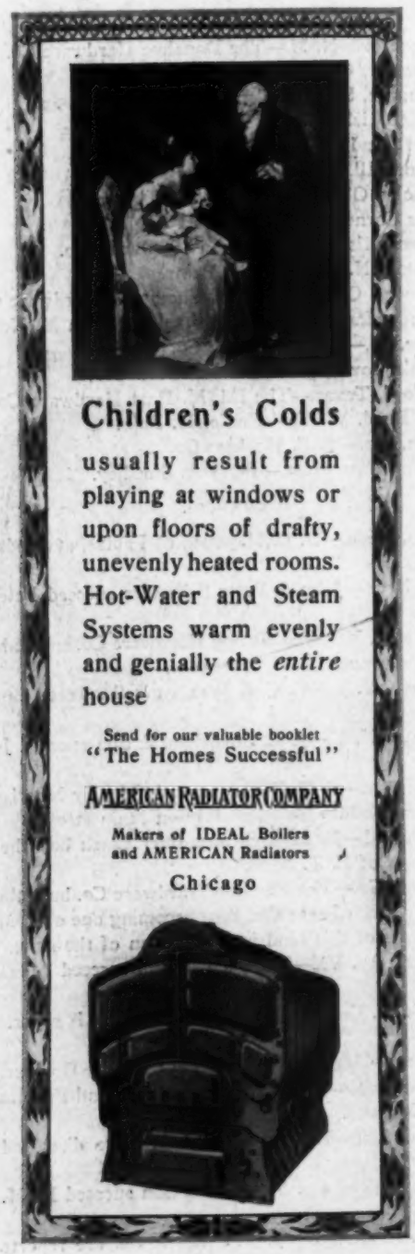
Columbus, Ga.—J. L. Rose succeeds the Frazier Hardware Co.

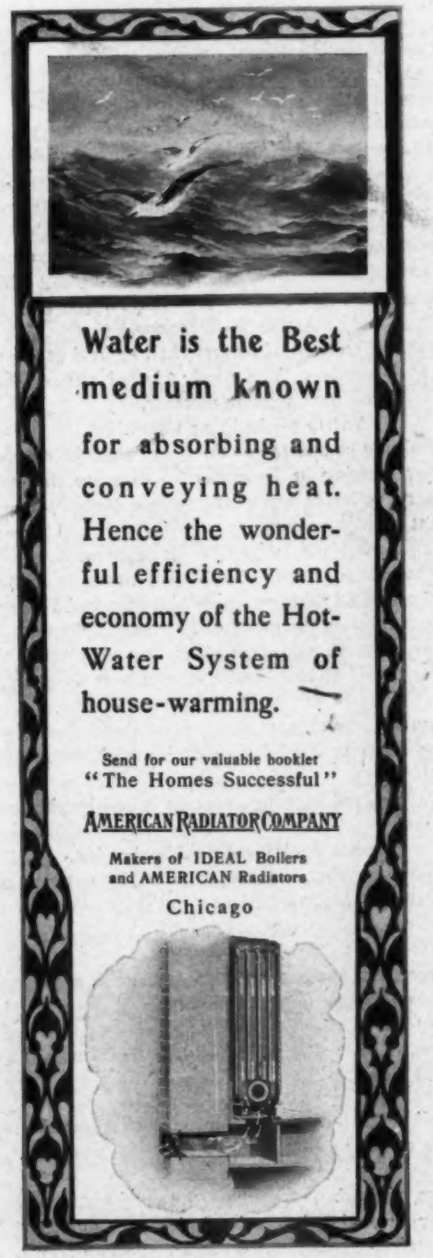
May, Texas.—Ford & Miller succeed Robason Bros.

Advertising Department.

Our readers are invited to send in copies of their advertisements in the local press for criticism. All communications should be addressed to the "Advertising Department" of THE AMERICAN ARTISAN.

The American Radiator Co., Lake and Dearborn streets, Chicago, are a firm of manufacturers who are doing some very effective advertising in such standard magazines as Century, McClure's Cosmopolitan, Ladies' Home Journal, Outlook, etc., for the benefit of the retail trade handling their goods.





The many inqueries from house-owners in every part of the United States have been promptly referred by them to their customers for attention, and these advertisements have been the means of bringing many house-owners into immediate business relations with heating contractors.

We present herewith the advertisements of this firm that have appeared in the above named magazines in January and February of this year. This firm rightly believe that "advertising is like the target practice in time of peace," and that "all things come to him who advertises while his competitors wait." This extensive magazine advertising of theirs is a great boon to every steam and hot water fitter in the country. The key note of their advertising is to set people to thinking on the questions of house heating, and each advertisement forcefully brings to the reader's attention some one of the prominent advantages of steam and hot water heating.

Dr. Pill—That's the worst paying family I ever attended.

Dr. Pellet—Yes, I once attended them, but I never succeeded in getting a penny out of them.

Dr. Pill—Well, I have had better luck. I got a nickel out of one of the children after it had nearly choked the kid to death.—Michigan Tradesman.

Heating and Ventilating.

The L. J. Mueller Furnace Co., 191 Reed St., Milwaukee, Wis., are manufacturers of the well-known line of Mueller hot air furnaces, combination heaters, steam and hot water boilers. They are also jobbers of everything pertaining to the heating trade.

The Kewanee Boiler Co., Kewanee, Ill., and 167-169 East Lake St., Chicago, are manufacturers of the improved Haxtun boiler for steam and hot water heating. This heater has a magazine feed and is adapted for use with hard and soft coal. It has been in successful use for 18 years.

Schwab & Sons Co., Milwaukee, Wis., claim that their Gilt Edge is the most complete line of warm air furnaces and combination warm air and hot water heaters on the market. This firm also make a complete line of warm air registers, tin and galvanized iron furnace fittings.

The Toledo Register Co., Toledo, O., are meeting with marked success in their sales of the Toledo sidewall register. They have made arrangements with the Wireton Heating Co., Chicago, to handle their registers for Illinois, and with the Philip Gross Hardware Co., Milwaukee, to act as their Wisconsin agents.

The Kelsey Furnace Co., Syracuse, N. Y., for whom the Cook & Van Evera Co., 173 Lake St., Chicago, are western agents, are energetically pushing the sale of their popular Kelsey corrugated warm air generator. This heater, with its corrugated sections, is radically different from the ordinary hot air furnace, and a heavy demand has been built up for them.

The Brand Stove Co., Milwaukee and Chicago, are offering the trade a couple of very desirable furnaces in their Brand's steel dome base heating furnace for hard or soft coal in three sizes, portable or brick set form, and their Brand's Magnet wood furnace, portable form, with three clean-out doors, 4 inch diameter on each and radiator made of 14 gauge steel.

The American Radiator Co., Lake and Dearborn Sts., Chicago, issue a very beautiful brochure entitled "The Homes Successful." This is an exquisite work. The paper, press work and type are all of the highest order, and on each page are some of the daintiest halftones imaginable. This booklet, describing in an interesting manner the advantages of steam and hot water heating. This booklet describes the Ideal boilers for steam and hot water, and the extensive line of radiators made by this firm. The Ideal boilers are provided with the latest improved devices for self-regulation and have ample fuel capacity to run from eight to ten hours without attention. They are arranged for burning all kinds of fuel, including bituminous and anthracite coal, coke, gas or wood. Their radiators are made in a variety of graceful, symmetrical forms and ornamental surfaces that can be decorated in colors in harmony with the furnishings of the room. When extra ventilation is required the direct indirect radiators can be used. By this arrangement the outside pure air, in quantities which can be regulated by a valve, is brought through a convenient opening or conduit in outside wall and made to traverse, a portion of the radiator, this freshly warmed air being delivered at a temperature not lower than that of the room. At the Paris Exposition Universelle the highest possible award—the Grand Prix—was given to "Ideal" boilers and "American" radiators.

REGISTER BARGAINS.

The Chicago House Wrecking Co., West 35th and Iron Sts., Chicago, are heavy purchasers of general stocks of merchandise, as manufacturers' sheriffs' and receivers' sales. At a recent manufacturer's sale this enterprising firm purchased an entire and complete stock of brand new registers and ventilators. These goods are made by a well-known factory whose many years' experience enables them to turn out a line of goods that are unsurpassed in workmanship, durability and beauty of finish. This assortment includes black japanned registers with vertical and also with Joyce patent wheels; white japanned registers, nickel plated registers, electro plated bronze registers, convex registers, round registers, register borders, etc. The trade should certainly write this firm promptly for catalogue, which shows these registers in odd as well as regular sizes at bargain prices. When writing them kindly add: "Saw it in THE AMERICAN ARTISAN."

Martin Sauer succeeds the firm of Sauer Bros. in the hardware business at Ida Grove, Ia.

The Robert Aitchison Perforated Metal Co., 265 Dearborn St., Chicago, are having an excellent run of business. They have recently made shipments to Kentucky, Wisconsin, Utah, Nebraska and many other states. Shipments cover material for railroads, agricultural implements, breweries and other industries. Among recent inquiries are some from Australia, Germany and the West Indies.

Bergstrom Bros. & Co., Neenah, Wis., send us some handsome circulars, showing some of their desirable stoves and ranges The Index steel cook for coal and the Target for wood have polished steel bodies, are asbestos lined, have heavy key plates and sectional linings. The Record wood cook has patent damper, double fire bottom, sectional linings and large wide oven. The Dresden four-hole range for coal and the Beacon four-hole wood range have large ovens, patent damper, patent lids and centers, sheet flue, sectional linings and fine trimmings.

The Aluminine Paint & Polish Co., 701 W. Lake St., Chicago, send us a little circular calling attention to aluminine. This finish is invaluable for painting the inside of oven doors, steel ranges, steel range ovens, rusted nickel trimmings, stove legs and bases, radiators, lead and iron pipe, bath tubs, wire screens, furnace and boiler fronts, acetylene gas machines, oil and gas stoves, agricultural implements, wagons, buggies, iron store fronts, iron fencing or fancy iron brackets, elevator cages, etc, bicycles, etc.

It was an automobile,
Began to balk and rant,
And when 'twas told to move on, said,
"I auto, but I shan't."

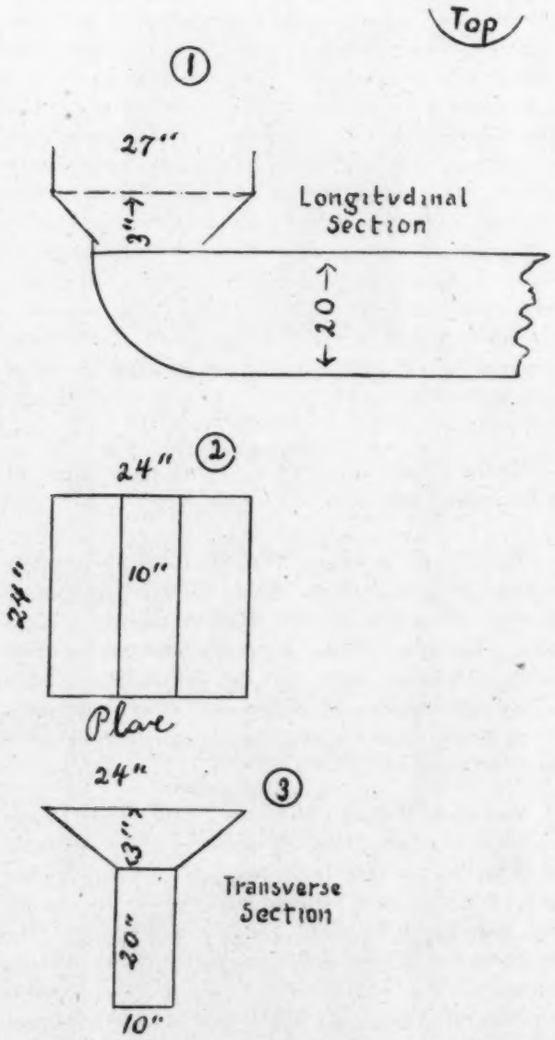
—*Harper's Bazar.*

Tinshop.

MAKING A VENT PIPE.

TO THE AMERICAN ARTISAN.

In response to the request from Baton Rouge, La., will say I would make my vent pipe 10x20 inches, connect with the register box without changing it to a round elbow or pipe, as in Figs. 1, 2 and 3. Take out the round bottom of register box and make tapering



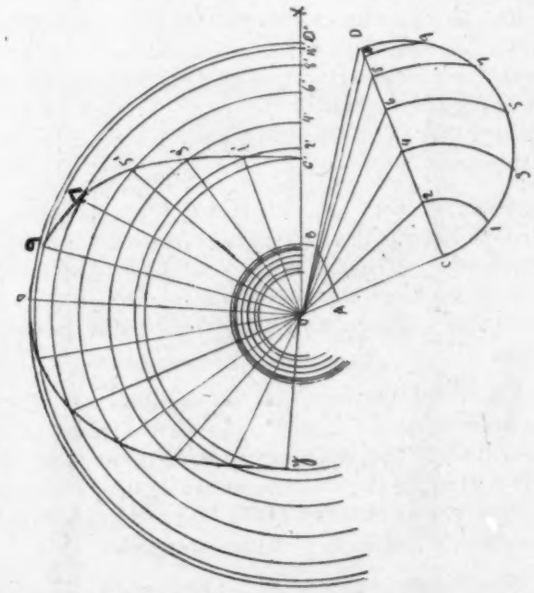
flange as shown in cuts. As this is to be a vent pipe, you need not be afraid of fire even if you run your vent in contact with ceiling. I would advise making same of No. 29 galvanized iron, as it will not rust.

Atchison, Kan., March 3, 1901. "CUTTER."

PITCHED COVER.

TO THE AMERICAN ARTISAN.

I submit the following as a method for obtaining a pattern for a pitched cover to be straight on one side: Let *A, B, C, D* represent desired cover. Extend lines *A C* and *B D* until they meet at *O*. On line *C D* strike semi-circle and space into any number of equal parts, *1, 3, 5*, etc., and with *C* as center and *1, 3, 5*, etc., as radii, strike arcs until they intersect line *C D* at *2, 4, 6*, etc. Connect points *2, 4, 6*, etc., with straigh lines to *O*. Draw *O X* at any convenient place, and with *O* as center and *O C, O2, O4*, etc., as radii, strike arcs from points on the line *O X* as *C', 2', 4'*, etc., and with *O* as center and *O a* and points of intersection on line *A B* strike the smaller arcs from line *O x*. Now set compass equal to space on semi-circle *A B*, as *C 1*, and beginning at *C'*, on line *O x*, space *1', 3', 5'*, etc., on arcs *2', 4', 6'*,



etc., until you reach *y*, which will give large end of pattern when traced through points. To obtain small end, connect points *1', 3', 5'*, etc., to center *O*, and trace through intersections on small arcs. "S. B. S."

East Woodstock, Conn., Feb. 28, 1901.

DESIRES PATTERN FOR CISTERN TOP.

TO THE AMERICAN ARTISAN.

Would some brother tinner please give me a rule for laying out a pattern for cistern top for any desired pitch? W. J. B.

Huntsville, Tex., March 5, 1901.

HOT WATER HEATING.

TO THE AMERICAN ARTISAN.

I have read with deep interest the various articles appearing in your paper of late. The advice of W. R. Williams, in yoru March 2 number, is excellent. Tinners should study plumbing, and particularly hot water work. By doing hot water work we can all make more money. ABSOLAM.

Chicago, March 4, 1901.

DEPENDS ON LOCALITY.

TO THE AMERICAN ARTISAN.

I have been reading the letters of "J. J. C.," Slothower, "Nutmeg," "B. E. A," and others in THE AMERICAN ARTISAN, and want to say that they are all good fencers, and I think they are all of them right. Now, at first blush, this may sound like a large assertion to make, but it is a true one nevertheless. Where "B. E. A." is I don't doubt it is all right to do wind-

mill work, and where "J. J. C." is located I haven't a doubt that there is no need of a tinner doing windmill work. So keep cool, boys, keep cool, is the advice of

"MANDREL."

Kansas City, Kan., March 4, 1901.

OUTSIDE AIR THE BEST.

TO THE AMERICAN ARTISAN.

In S. E. McLaughlin's letter in your Feb. 25 issue he asks which is the best to use in warm air heating, inside or outside air. I am glad to see this question brought up, and hope there will be a full discussion of this question in the columns of the Tinshop. To my notion there can be no argument on this question, as I think outside air is the only air to use. Would like to hear from some of the other boys on this subject.

"FURNACE."

Peoria, Ill., March 5, 1901.

NOTES AND QUERIES.

MILK CAN FAUCETS.

From F. M. Smith, Fremont, Neb.

Would like the address of the firms who manufacture milk can faucets that are detachable when the faucet unscrews from the part that is soldered to the can.

Ans.—The Clark Novelty Co., Rochester, N. Y.; J. M. Litchfield Co., Pearl St., New York, N. Y.

AWNINGS.

From W. R. Butler, Anamosa, Ia.

Would like addresses of manufacturers of awnings.

Ans.—John Boyle & Co., 203 Fulton St., New York; E. C. Cook & Bro., 40 Dearborn St., Chicago; Detroit Tent & Awning Co., Detroit, Mich.; Dougherty Bros., St. Louis, Mo.; Falls Bros., Norwick, Conn.; John B. Gifford, Fall River, Mass.; Hutchings Bros., New York; Iroquois Bag & Oil Co., Springfield, Mass.; Keystone Farm Machinery Co., Ltd., York, Pa.; F. J. Kloes, New York; John F. McHugh, New York; Missouri Tent & Awning Co., St. Louis, Mo.; Murray & Co., 329 S. Canal St., Chicago; Neville & Co., San Francisco; W. C. Noon Bag Co., Portland, Me.; Roberts Bros. Co., 223 Jackson Blvd., Chicago; Thorndike Co.'s Warren Cotton Mills, West Warren, Mass.; R. M. Yale & Co., Boston, Mass.

ADDRESS OF L. WOLFF.

From Ellis Bros., Salem, S. D.

What is the address of L. Wolff who handles plumbers' goods?

Ans.—Lake and Jefferson streets, Chicago.

ASBESTOS ROOFING FELT.

From F. G. Mathack, Wyoming, Ill.

Where can I buy the U. S. asbestos roofing felt?

Ans.—Chicago Fire Proof Covering Co., 18 N. Canal St., Chicago.

PRIZE JEWELRY.

From Geo. Theophilakos, Galveston, Tex.

Would like names of several firms who handle prize jewelry?

Ans.—A. Bushee & Co., Attleboro, Mass.; Freeman, Daughaday & Co., Chartley, Mass.; S. & B. Ledcrer, Providence, R. I.; P. & S. Linton, Providence, R. I.; Wm. H. Luther & Son, Providence, R. I.; Wm. Maas & Co., New York; New England Pearl Co., Providence, R. I.; Rothschild & Hadenfeldt, San Francisco, Cal.; Shreve & Co., San Francisco, Cal.; Simons Bros. & Co., Philadelphia, Pa.; Waite, Mathewson & Co., Providence, R. I.

STAR POINTER FORCE PUMP.

From Libby & Libby, Lehigh, Ia.

Would like address of manufacturers of Star Pointer force pump?

Ans.—Star Pointer Pump Co., 53 S. Canal St., Chicago.

SMOKE STACK SCREENS.

From G. H. Schroeder, Loganville, Wis.

Would like address of manufacturers of smoke stack screens?

Ans.—Harrington & King Perforating Co., 212 N. Union St., Chicago; Robt. Aitchison Perforated Metal Co., 303 Dearborn St., Chicago.

AURORA DINNER PAILS.

From Thos. Gonron Danville, Ill.

Who handles the Aurora dinner pails?

Ans.—Henry Ryan, Aurora, Ill.; C. Sidney Shepard & Co., Chicago; Philip Pfeil & Co., 212 E. Kinzie St., Chicago.

ITEMS.

It is said the tin can consolidation is at last consummated with the following firms in the deal: A. Booth Co., Baltimore; Norton Tin Plate & Can Co., Baltimore; Black & Krebs, Baltimore; R. Tynes Smith Tin Can Co., Baltimore; J. H. Thirkel Co., Baltimore; Baltimore Can Co., Baltimore; H. C. Campen & Co., Baltimore; Martin, Wagner & Co., Baltimore; Gibbs Preserving Co., Baltimore; Kirwan & Riggs, Baltimore; Line, Weaver & Co., Baltimore; William Fait Co., Baltimore; J. B. Hanway, Baltimore; Joppa Harford Co., Baltimore; Reynolds Bros., Havre de Grace, and S. J. Seneca, Havre de Grace; Miller Bros., Baltimore; Norton Bros., Chicago; Illinois Can Co., Chicago; Frank Diesel Can Co., Chicago; Union Can Co., Hoopeston, Ill.

"I've got a scheme," said the Grafter, "that'll work like a clock. I'm going to put an advertisement in the paper asking women to send their photographs and a five-dollar bill, and I'll tell them how to become beautiful."

"But how can you make them beautiful?" asked the Chump.

"Don't have to. I'll send back the photographs with letters something like this: 'Dear Miss: After seeing your photograph we are surprised that you desire to become more beautiful than you already are. It sometimes seems that the very ones upon whom God bestows His greatest favors are the least thankful. One so divinely endowed with such loveliness as you possess should be contented. Although we have added to the beauty of such women as Lily Langtry, Maxine Elliott and Lillian Russell, our honor as gentlemen and our reputation as an old established firm compels us to inform you that you are already possess beauty far beyond the possibilities of our system.'"

"But the $5?" asked the Chump.

"Oh, I guess a woman wouldn't make much of a howl over the five," answered the Grafter.—Indianapolis Sun.

ADVERTISER'S INDEX.

ALPHABETICAL LIST.

Acme Pattern Works..... 46
Acorn Brass Works..... 52
Adams Co..... 47
Adler, H. & Co..... 13
Aitchison, The Robert Perf,d Metal Co..... 44
Allright Mfg. Co..... 15
American Tinware Mfg. Co..... 44
American Cutlery Co..... 45
American Radiator Co..... 2
American Tin Plate Co..... 58
Arcade Mfg. Co..... 54
Asbestine Mfg. Co..... 11
Atkins, E. C. & Co..... 60
Atlas Bolt & Screw Co..... 1
Atlas Mfg. Co..... 60
Barnard, W. H. & Co..... 49
Barnett, G. & H. Co..... 1
Beckman Bros..... 54
Beckwith, Estate of P D..... 18
Berger Bros. Co..... 55
Berger Mfg. Co..... 57
Bergstrom Bros. & Co..... 15
Bertsch & Co..... 57
Bommer Bros..... 1
Boynton Furnace Co..... 12
Brand Stove Co..... 14
Brauer, A. G..... 46
Brammer, H. F. Mfg. Co..... 54
Bridgeport Crucible Co..... 47
Brosi, Fred T. & Co..... 48
Buckeye Paint & Varnish Co..... 46
Burgess Soldering Furnace Co..... 44
Burton, W. J. & Co..... 56
Byrnes, John..... 50
Canton Steel Roofing Co..... 53
Champion Steel Range Co..... 16
Chicago House Wrecking Co..... 51
Clark Novelty Co..... 2
Clark, Quien & Morse..... 54
Clayton, Lambert Mfg. Co..... 44
Cleveland Stamping & Tool Co..... 45
Cleveland Steel Range Co..... 12
Clipper Lawn Mower Co..... 44
Columbus Bolt Works..... 60
Connors, Wm..... 1
Cooney-Geiger..... 1
Cope, Geo. W. Pattern Works..... 46
Cortright Metal Roofing Co..... 59
Cox, Abram Stove Co..... 8
Danielson Machine & Tool Co..... 59
Dauntless Mfg. Co..... 5
Detroit Stove Works..... 13
Disston's Henry Sons..... 49
Dixon, Jos. Crucible Company..... 43
Dow Wire Works..... 54
Earle, H. S..... 58
East Bangor Consolidated Slate Co 57
E. B. Co..... 43
Eller, J. H. & Co..... 56
Enterprise Mfg. Co..... 50
Enterprise Paint Mfg. Co..... 55
Enterprise Stove Co..... 14
Famous Mfg. Co..... 54
Fanner Mfg. Co..... 46
Farwell, Ozmun, Kirk & Co..... 51
Fox Cutlery Co..... 44
Friedley & Voshardt..... 56
Front Rank Steel Furnace Co..... 11
Galesburg Cornice Works..... 45
Garry Iron Roofing Co..... 57
Globe Ventilator Co..... 1
Gobeille Pattern Works..... 46
Gray, G. L..... 58
Handy Things Co..... 45
Harrington & King Perforating Co 60
Hart & Crouse..... 12
Henry, T. E..... 47
Hess-Snyder Co..... 9
Hoffman, Geo. W..... 55
Hunter Filter Pump Co..... 48
Illinois Roofing & Supply Co..... 56
Independent Register Co..... 1
Indiadapolis Pattern Works..... 46
Jenner, H. W. T..... 42
Joliet Stove Works..... 11
Jones & Dommersnas..... 45
Kanneberg Roofing Co..... 58
Kelsey Furnace Co..... 2
Kessler, B. R..... 48
Kewanee Boiler Co..... 2
Kimball Bros. Elevator Co..... 59
Kraus Mfg Co..... 44
La Crosse Steel Roofing & Cor. Co. 55
Lane Bros..... 1
Lee, Glass Andreesen Hdw Co..... 53
Lawler Water Feed & Damper Regulator Co..... 48
Lenox Machine Co..... 17
Litchfield, J. M..... 49
Lufkin Rule Co..... 55
Marion Stove Co..... 10
McClure & Co..... 60
McDonald Bros..... 48
Mersfelder, W. L..... 46
Meyer Furnace Co..... 15
Michigan Barrel Co..... 53
Miller, Jas. A. & Bro..... 58
Millsap, Oscar Co..... 9
Miner & Peck Mfg. Co..... 13
Montross Metal Shingle Co..... 55
Mueller, L. J. Furnace Co..... 15
National Bell Foundry..... 56
National Enameling & Stamping Co..... 52
Neill Stove Mfg. Co..... 17
New White Light Gas Lamp Co..... 48
Niagara Machine & Tool Works..... 59
Northrup, H. S..... 56
Obermayer, S. Co..... 16
Odin Mfg. Co..... 56
Old Dominion Iron & Nat'l Works 59
Osborn, J. M. & L. A..... 60
Perkins, J. L. & Co..... 59
Peters Cartridge Co..... 45
Peterson, A. A. & Co..... 49
Phila. Hdw. & Malleable Iron Wks 47
Philadelphia Lawn Mower Co..... 50
Pittsburgh Stove and Range Co..... 10
Powers Bros..... 2
Quicklight Mfg. Co..... 48
Randleman Sons..... 54
Ringen Stove Co..... 3
Schill Bros..... 12
Schneider & Trenkamp Co..... 7
Schreiber & Conchar Mfg. Co..... 54
Schwab & Sons Co..... 16
Shipman Bradt & Co..... 46
Smith, Chas. & Co..... 14
Smith, Bradner & Co..... 59
Smith & Hemenway Co..... 50
Sperry, D. R..... 49
Standard Lighting Co..... 6
Stanley Rule & Level Co..... 23
Stover Mfg. Co..... 47
Stuber & Kuck..... 47
Supplee Hardware Co..... 50
Sykes Steel Roofing Co..... 49
Taylor, N. & G. Co..... 60
Tinnerman Steel Range Co..... 13
Toledo Register Co..... 14
Toledo Tinware Co..... 49
Weller, F. S..... 46
Welling Mfg. Co..... 47
West Mfg. Co..... 55
White, Thomas Stove Co..... 4
Willard, Wm. G..... 13
Wireton Heating Co..... 16

CLASSIFIED LIST.

Architectural Sheet Metal Work.

Friedley & Voshardt..... 56

Awnings.

Canton Steel Roofing Co..... 58

Bells

National Bell Foundry..... 56

Brazing Forces.

Burton, W. J & Co..... 56

Broilers.

Barnard, W. H. & Co..... 49

Building Paper.

Burton, W. J. & Co..... 56
Smith, Bradner & Co..... 59

Bungs

Litchfield, J. M..... 49

Can Openers.

Smith & Hemenway Co..... 50

Ceilings-Steel.

Berger Mfg. Co..... 59
Burton, W. J. & Co..... 56
Canton Steel Roofing Co..... 58
Eller, J. H. & Co..... 56
Friedley & Voshardt..... 56
Garry Iron Roofing Co..... 57
Illinois Roofing & Supply Co..... 59
Kanneberg Roofing & Ceiling Co. 58
La Crosse Steel Roof & Cor. Co.. 55
Northrup, H. S..... 56

Cement.

Connors, Wm..... 1

Chimney Tops.

Berger Mfg. Co..... 57
Burton, W. J. & Co..... 56
Garry Iron & Steel Roofing Co..... 57
La Crosse Steel R.& C. Co..... 55
Powers Bros..... 2

Conductor Strainers.

Burton, W. J. & Co..... 56
Canton Steel Roofing Co..... 58
Garry Iron & Steel Roofing Co..... 57
Kanneberg Roofing & Ceiling Co. 58
La Crosse Steel Roofing & Cor.Co 55

Cornices.

Berger Mfg. Co..... 57
Burton, W. J. & Co..... 56
Canton Steel Roofing Co..... 53
Galesburg Cornice Works..... 45
Garry Iron & Steel Roofing Co..... 57
Kanneberg Roofing & Ceiling Co. 58
La Crosse Roofing Co..... 55

Corrugated Arches.

Canton Steel Roofing Co..... 58

Cresting.

Canton Steel Roofing Co..... 58
Kanneberg Roofing & Ceiling Co. 58

Damper Regulators.

Lawler Water Feed & Damper Reg. Co..... 48

Door Hangers.

Lane Bros Co..... 1

Eave Troughs.

Berger Bros.....
Berger Mfg. Co..... 55
Burton, W. J. & Co..... 57
Canton Steel Roofing Co..... 56
Clark, Quien & Morse..... 58
Cooney, Geiger & Co..... 1
Garry Iron & Steel Roofing Co..... 57
Illinois Roofing & Supply Co..... 56
Kanneberg Roofing & Ceiling Co. 58
La Crosse Steel Roof. & Cor. Co.. 55
Miller, Jas. A. & Bro..... 58
Welling Mfg. Co..... 47

Elevators.

Kimball Bros..... 59

Files.

Barnett, G. & H. Co..... 1

Filters

Hunter Filter Pump Co..... 49

Flue Stoppers.

Stuber & Kuck..... 47
Welling Mfg. Co..... 47

Foundry Supplies.

Obermayer, S. Mfg. Co..... 16

Fuel Economizers.

Burton, W. J. & Co..... 56

Furnace Cement.

Connors, Wm..... 1

Furnace Pipe.

Osborn, J.M. & L. A..... 60

Furnaces—Tinners.

Burgess Soldering Furnace Co..... 44
Clark Novelty Co..... 2
Clayton, Lambert & Co..... 44

Furnaces Warm Air.

Bergstrom Bros. & Co..... 15
Boynton Furnace Co..... 12
Brand Stove Co..... 14
Front Rank Steel Furnace Co..... 17
Hart & Crouse..... 12
Hess-Snyder Co..... 9
Lenox Machine Co..... 17
Schill Bros..... 12
Schwab & Sons Co..... 16
Smith, Chas. Co..... 14
Wireton Heating Co..... 16

Gas Stoves and Ranges.

Adler, H. Co..... 13
Albright mfg Co..... 15
Odin Stove Mfg. Co..... 60

Glass Cutters.

Byrnes, John..... 50
Smith & Hemenway Co..... 50

Hammers.

Smith & Hemenway Co..... 50

Hatchets.

Smith & Hemenway Co..... 50

Hardware Specialties.

American Cutlery Co..... 45
American Tinware Mfg. Co..... 44
Arcade Mfg. Co..... 54
Atlas Mfg. Co..... 60
Bommer Bros..... 1
Farwell, Ozmun, Kirk & Co..... 51
Galesburg Cornice Works..... 45
Lane Bros Co..... 1
Lee Glass, Andreesen Co..... 53
Lufkin Rule Co..... 55
Miner & Peck Mfg. Co..... 13
Nat. Enameling & Stamping Co..... 52
Philadelphia Lawn Mower Co..... 50
Schreiber & Conchar Co..... 54
Sperry, D. R..... 49

Heaters—Hot Water and Steam

American Radiator Co..... 2
Kewanee Boiler Co..... 2

Horse-Shoes.

Old Dominion Iron & Nail Works 59

Hose Coupling.

Clayton, Lambert Mfg. Co..... 44

House-Furnishing Goods.

Cleveland Stamping & Tool Co..... 45
Enterprise Mfg. Co..... 50
Handy Things Co..... 45
National Enameling & Stamping Co..... 52
Sperry, D. R. & Co..... 49
Toledo Tinware Co..... 49

Ice Picks

Smith & Hemenway Co..... 50

Knives.

Smith & Hemenway Co..... 50

Lanterns.

Berger Mfg. Co..... 57

Lawn Mowers.

Clipper Lawn Mower Co..... 44
Krause Mfg. Co..... 44
Supplee Hardware Co..... 50
Philadelphia Lawn Mower Co..... 50

Lemon Squeezers

Smith & Hemenway Co..... 50

Lights.

Acorn Brass Works..... 52
New White Light Gas Lamp Co..... 48
Quicklight Mfg. Co..... 48

Metal Shingles.

Berger Mfg. Co..... 57
Burton, W. J. & Co..... 56
Cortright Metal Roofing Co..... 59
Garry Iron & Steel Roofing Co..... 57
Kanneberg Roofing & Ceiling Co. 58
La Crosse Steel Roof & Cor Co..... 55

Metals-Perforated.

Aitchison, The Robt Perf'd Metal Co..... 44
Harrington & King Perforating Co 60

Metallic Shutters.
Berger Mfg. Co. 57
Burton & W J. Co. 56
Canton Steel Roofing Co. 58
Garry Iron & Steel Roofing Co. 57
La Crosse Steel Roof & Cor Co. 55

Mitre Boxes.
Smith & Hemenway Co. 50

Nails.
Old Dominion Iron & Nail Works. 59

Oil and Gas Stoves.
Odin Mfg. Co. 56
Ringen Stove Co. 3
Schneider & Trencamp Co. 7
Standard Lighting Co. 6

Paints.
Burton. W. J. & Co. 56
Canton Steel Roofing Co. 58
Garry Iron & Steel Roofing Co. 57
Dixon, Jos. Crucible Co. 43
Enterprise Paint Mfg Co 55
Kanneberg Roofing & Ceiling Co. 58
La Crosse Steel Roofing & Cor. Co. 55

Paper.
Burton, W. J. & Co. 56
Smith, Bradner & Co. 59
Kanneberg Roofing & Ceiling Co. 58
La Crosse Steel Roof & Cor. Co. 55

Patents.
Jenner, H. W. T. 41

Plyers and Nippers
Smith & Hemenway Co. 50

Polish.
Buckeye Paint & Varnish Co. 46
E. B. Co. 43
Hoffman, Geo. W. 55

Pruning Shears
Smith & Hemenway. 50

Pumps.
Beckman Bros. 54
Brosi, Fred T. Co 48

Radiators.
American Radiator Co. 2

Razor Strops.
Smith & Hemenway Co. 50

Razors.
Fox Cutlery Co. 44
Smith & Hemenway Co. 50
Utica Drop Forge & Tool Co 50

Refrigerators.
Michigan Barrel Co. 53

Registers.
Adams Co. 47
Canton Steel Roofing Co. 58
Independent Register Co. 1
Henry, T. E. 47
Phila. Hdw. Malleable Iron Wks. 47
Schreiber & Conchar 54
Toledo Register Co. 14

Roofing.
Berger Mfg. Co. 57
Burton, W. J. & Co. 56
Canton Steel Roofing Co. 58
Cortright Metal Roofing Co. 59
East Bangor Consolidated Slate Co 57
Eller, J. H. & Co. 56
Garry Iron & Steel Roofing Co. 57
Kanneberg Roofing Co. 58
La Crosse Steel Roofing Co. 55
Miller, Jas. A. & Bro. 58
Montross Metal Shingle Co. 55
Osborn, J. M. & L. A. 60
Perkins, J. L. & Co. 59
Sykes Steel Roofing Co. 55
Taylor, N. & G. Co. 60

Saws.
Atkins, E. C. Co. 60
Disston's Henry Sons 49

Saw Sets
Smith & Hemenway Co. 50

Scales.
American Cutlery Co. 45
Beckman Bros. 54

Shears.
Smith & Hemenway Co. 50

Siding.
Canton Steel Roofing Co. 58

Sporting Goods.
Peters Cartridge Co. 45

Skylights.
Berger Mfg. Co. 57
Burton, W. J. & Co. 56
Canton Steel Roofing Co. 58
Friedley & Voshardt 56
Garry Iron & Steel Roofing Co 57
Kanneberg Roofing & Ceiling Co. 58
La Crosse Steel Roof & Cor. Co. 55
Powers Bros. 2

Stove Bolts.
Atlas Bolt & Screw Co. 1

Stove Casters.
Independent Register Co. 1
Fanner Mfg Co. 46

Stove Lining.
Asoestine Mfg. Co. 11
Connors, Wm. 1
Bridgeport Crucible Co. 47

Stove Patterns.
Acme Pattern Works 46
Cope, Geo. W. Pattern Works. 46
Gobeille Pattern Works 46
Indianapolis Pattern Works 46
Mersfelder, W. L. 46
Weller, F. S. 46

Stove Polish.
Dixon, Jos. Crucible Co. 43
Hoffman, Geo. W 55

Stove Repairs.
Brauer, A. G. 46

Stoves and Ranges.
Beckwith, Estaet of P. D. 18
Brand StoveCo. 14
Champion Steel Range Co. 16
Cox, Abram Stove Co. 8
Dauntless Mfg. Co. 5
Detroit Stove Works 13
Enterprise Stove Co. 14
Hess, Snyder & Co. 9
Joliet Stove Works 11
Marion Stove Co. 10
Millsap Oscar Co. 9
Neill Stove Mfg. Co. 16
Odin Mfg. Co. 56
Pittsburgh Stove & Range Co. 10
Tinnerman Steel Range Co. 13
White, Thos. Stove Co. 4
Willard, Wm. G. 13

Stove Trimmings.
Arcade Mfg. Co. 54
Atlas Bolt & Screw Co. 1
Stover Mfg. Co. 47
Columbus Bolt Wks. 60
Fanner Mfg. Co. 46

Tape Measures.
Lufkin Rule Co. 55

Tinners' Tools and Supplies.
Berger Bros. Co. 55
Bertsch & Co. 55
Danielson Machine & Tool Co. 59
Gray, G. L. 58
Jones & Dommersnas 45
Lufkin Rule Co. 55
Niagara Machine & Tool Works. 59
Perkins, J. L. 59
Stanley Rule & Level Co. 57
West Mfg. Co. 55

Tinplate.
American Tin Plate Co. 58
Burton, W. J. & Co. 56
Canton Steel Roofing Co. 58
Garry Iron & Steel Roofing Co. 57
Illinois Roofing & Supply 56
Kanneberg Roofing & Ceiling Co. 58
La Crosse Steel Roof. & Cor. Co. 55
McClure & Co. 60
Osborn, J. M. & L. A. 60
Taylor, N. & G. Co. 60

Tinware.
Cooney & Geiger 1
Enterprise Mfg. Co. 50
National Enameling & Stamping Co. 52
Peterson, A. A. & Co. 49
Toledo Tinware Co. 49

Tubing.
Canton Steel Roofing Co. 58

Vases and Urns
McDonald Bros. 42

Ventilators.
Berger Bros. Co. 55
Berger Mfg. Co. 57
Burton, W. J. & Co. 56
Garry Iron & Steel Roofing Co. 57
Globe Ventilating Co. 1
Kanneberg Roofing & Ceiling Co. 58
La Crosse Steel Roof. & Cor. Co. 55
Powers Bros. 2

Wagons.
Shipman, Bradt 46

Washing Machines.
Brammer, H. F. Mfg. Co. 54
Clark, Quien & Morse 54
Famous Mfg. Co. 54
Randleman & Sons 54

Wire.
Dow Wire Works 54

ACTION OF ZINC.

Another very interesting instance of the peculiar action of zinc under certain conditions came to our notice not long ago. This time the trouble was with a tank used for heating water, and containing coils of brass pipe through which exhaust steam was passed. The shell of the tank corroded rapidly, and one day a large crack opened in one of the plates, and the hot water (which was under a pressure of 75 pounds) was discharged into the room. An entirely new 5-16th inch shell, 42 inches diameter and 8 feet high, was then constructed, and when it was placed in position a 30 pound pig of zinc was hung between the tubes to prevent the continuance of the corrosion. The zinc certainly did prevent the species of corrosion that had given so much trouble before, but it gave rise to a very peculiar alteration of the iron of which the new shell was made. After the lapse of two years, the handhole plates were renewed, and it was found that although the old ones had preserved their form they were softened on their inner surfaces so that a pen-knife point could be easily thrust into them about 3-16ths of an inch. The metal on these surfaces was black and lustreless, and had every appearance of being graphite or black lead. So soft was it that the strengthening ribs on one of the plates were entirely cut away by an ordinary pocket knife. The interior surface of the tank presented the same appearance, but as the tank showed no signs of distress it was continued in use, and for six years it has proved serviceable and satisfactory, no leaks or other symptoms of weakness having been observed. The old handhole plates were kept for subsequent examination, but in a short time they hardened up so that a cold chisel would make scarcely any impression on them. The zinc pig that had been used was removed, and its character was found to be entirely changed. It had preserved its former shape and general outward appearance, but its fracture was no longer bright and metallic, resembling wood from which all the sap had been expelled. By carefully melting it in a clean black lead crucible, it was found that only 15 per cent of it remained in the metallic state. The remaining 85 per cent was probably zinc oxide, though no analysis of it was made.

Donald & Son succeed Morgan & Donald at Corning, Kan., in the hardware, farm implement and furniture business.

Trade Report.

BRADSTREETS' ON IRON AND STEEL SITUATION.

The editor of Bradstreets telegraphs us this advance report of the iron and steel situation:

Iron and steel may properly be described as buoyant. Prices of pig iron are firmer as a whole, despite smaller sales, and Bessemer pig is 50 cents a ton higher at Pittsburg. As an example of the demand for crude steel it might be noted that $3 advance for Basic open hearth billets for prompt delivery, finished products share the strength, and plates are bringing $2 a ton above the scale, while the rail bar and structural mills are all well occupied. Iron ore prices will probably be fixed today, and opinion favors a quotation of $4.50 per ton against $5.50 last year.

PIG IRON.

Rogers, Brown & Co., make the following report on pig iron.

The demand the past week has kept up well. There has not been a continuance of orders for large blocks which have been taken of late, and it was not to be expected, but orders for 100 to 1,000 tons have been very numerous and the small lot business has aggregated an excellent tonnage.

The tonic influences that prompted the heavy orders the past fortnight and occasioned the marked revival in the pig iron trade evidently permeated the metal industries of the entire country, as the buying has become general.

The merchant furances producing Bessemer and Basic are so well sold ahead that they are feeling comfortable and apparently are sure of a satisfactory year's business.

There are indications that in the near future further buying by some of the large consumers will be necessary to cover their fresh contracts for manufactured products.

The demands of the week have been for every quality and grade and from nearly every branch of manufacturing using pig iron.

The question is being asked by producers and consumers alike as to the trend of trade and prices, and buyers who will soon be needing iron are wondering whether to buy in anticipation of requirements or wait. Many feel that as present prices of pig iron give the makers a very slender margin of profit, and as the prices are conservatively low, there is no risk in providing for known requirements, especially if they can be assured of securing their chosen brands and enabled to maintain their familiar mixtures, and such are buying without hestiation.

The casting of the horoscope as to future prices of pig iron has rarely resulted in an infallible prediction. It is reasonable to suppose that the curtailment of exports of iron and steel and their products will be counterbalanced by heavy expansion of domestic trade and home consumption, so that it is felt there will be a demand for the noraml output of the furnaces throughout the year.

Prices have been a little irregular, but the market closes firm with indications of a stable market for the coming week.

COPPER.

There was a continued good demand, but no large transactions were reported. Holders were firm in their quotations at 17c for lake copper and 16⅝c for electrolytic. In London the market was somewhat firmer, prices advancing 2s 6d per ton. Best selected copper was quoted at £77 5s, showing no change during the past week.

TIN.

Demand was better. Quotations at the call on the New York Metal Exchange were: Straits or Malacca, spot, bid, 26.20; asked, 26.35. March, bid, 26.10; asked, 26.35; settling price, 26.20. April, bid, 25.50; asked, 26.25; settling price, 25.87½. May, asked, 26; settling price, 25.62½. June, asked, 25.75; settling price, 25.50. July, asked, 25.50; settling price, 25.25. The market closed quiet but firm at 26⅜c per lb. for spot tin, as against 26¼c to 26⅛c on the preceding day. There were no arrivals. The Singapore quotation declined £1 5s per ton to £113 15s, c. i. f., London. The Billiton sale by private tender realized 66¾ florins, equal to £111 10s, c. i. f., Holland, as compared with 70⅛ florins on Feb. 13, 71 florins on Jan. 9 and 66¾ florins on Dec. 19. The London market was firm and closed strong. Spot tin advanced 5s per ton, while future delivery, notwithstanding the decline in the Singapore quotation, advanced £2 to £115 15s per ton.

IRON AND STEEL.

The market continues very strong. There is good demand for pig iron, and values are firm. Reports from other cities show that there is a heavy buying movement there also in pig iron. Finished materials are all strong, with an exceptionally good demand. It is confidentially predicted that the advance of $2 a ton on steel plates, which is scheduled for today, and the similar advance in billets tomorrow will be paid by consumers without a murmur, as demand for both products is urgent and present prices are merely nominal. In old material the market is gradually improving. There is very little speculation, but more interest is manifested and quotations, especially for the higher priced stock, are firmer, while for cheaper grades there is more or less irregularity in values. There is active inquiry for all sections of old steel tees and street rails, but the stock is light. Sales reported include about 800 tons heavy sections at $16.50 and $17 per gross ton, delivered at mill. The available stock of old iron rails is said to be scarce, and the demand is active. The railroads are the principal sellers. No 1 wrought scrap is a little more active. There is a good inquiry for yard scrap, and choice railroad scrap is in active demand.

Quotations.

METALS.

FIRST QUALITY BRIGHT PLATES.

		Per Box
IC	10x14	$7 75
IX	10x14	9 50
IC	12x12	7 75
IX	12x12	9 50
IC	14x20	7 75
IX	14x20	9 50
IXX	14x20	10 00
IXXX	14x20	11 00
IXXXX	14x20	12 60
IC	20x28	15 50
IX	20x28	17 25
IXX	20x28	19 00
IXXX	20x28	20 75
IXXXX	20x28	22 50

COKE PLATES.

Cokes, 180 lbs	IC	14x20	9 70
Cokes, 200 lbs	IC	20x20	10 00
Cokes, 216 lbs	IC	14x20	10 80
Cokes, 216 lbs	IX	20x28	12 25

PIG IRON.

Lake Sup. Charcoal	$17 50@$19 00
Local Coke Fdy No. 1	15 25@ 15 75
Local Coke Fdy No. 2	14 75@ 15 25
Local Coke Fdy No. 3	14 25@ 14 75
Local Scotch Fdy No. 1	15 25@ 15 75
Local Scotch Fdy No. 2	14 75@ 15 25
Local Scotch Fdy No. 3	14 25@ 14 75
Southern Coke No. 1	15 15@ 15 40
Southern Coke No. 2	14 65@ 15 15
Southern Coke No. 3	13 90@ 14 15
Southern Coke No. 4	13 65@ 14 15
Southern No. 1 Soft	15 15@ 15 65
Southern No. 2 Soft	14 65@ 15 15
Southern Silveries	15 15@ 15 40
Jackson Co. Silveries	17 50@ 18 50
Ohio Strong Softeners	15 75@ 16 25
Alabama Car Wheel	21 00@ 22 00
Malleable Bessemer	15 50@ 16 00
Coke Bessemer	16 00@ 17 00

BLACK SHEET STEEL.

⅛in. 3/16in. Nos. 8 and 10	per lb.	2 90
No. 12	per lb.	2 95
No. 14	per lb.	3 00
No. 16 and 18	per lb.	3 05
No. 20, 22, 24, 25 and 26	per lb.	3 00
No. 27	per lb.	3 10
No. 28	per lb.	3 20

PATENT PLANISHED SHEET STEEL.

Patent Planished Sheet Steel..."A" $10 95, "B" $9 95

GALVANIZED IRON.

Galvanized Iron ..... 70% off

SOLDER.

Commercial 20c

SHEET ZINC.

00 lb Casks, base ..... 7¾c per lb.

COPPER

Copper ..... base, 20¼c

HARDWARE.

QUOTATIONS.

(The quotations given below represent the current hardware prices. They are not given as manufacturers' prices, and manufacturers should not be held responsible for them. Manufacturers sometimes name higher figures than those quoted for goods; they are not always selling at the price quoted, but goods are being sold at the figures printed below by manufacturers and jobbers.)

AGATE NICKEL STEEL WARE.

Agate Nickel Steel Ware ..... 35&10%

AMMUNITION

CAPS, PERCUSSION—per 1000—

F L Waterproof, 1-10s	50c
G D	40c
Eley's	52c

CARTRIDGES.

Peters Rim Fire Cartridges	50&3%
Peters Cent Fire, Pistol and Rifle	25&3%
Peters Cent Fire, Military and Sporting Cartridges	15&5%
Peters Blank Cartridges, except 22 and 32, an additional 10% from above discount.	
Peters Blank Cartridges, 22 cal	$1 75 2%
Peters Blank Cartridges, 32 cal	3 50 2%
Peters B B Caps, Round ball	$1 18
Peters B B Caps, Conical ball	1 90
U. M. C. Rim Fire Cartridges	50&3%
U. M. C. Cent. Fire, Pistol and Rifle	25&3%
Winchester Cent. Fire, Military and Sporting Cartridges	15&3%
U. M. C. Blank Cartridges, 22 and 32 cal	10%
U. M. C. Blank Cartridges, 38 cal	50-10-10%
U M. C. B B Caps, Round Ball	$1 75..25&10%
U. M. C. B B Caps, Conical Ball	$2 00 net
U. M. C. Rim Fire Shot Ctgs	50&15&3%
U. M. C. Cent " " "	25&10&3%

PRIMERS.

Berdan Primers	$1 00
Peters Primers	1 10
U. M. C. Primers	1 08
Winchester Primers	1 08

SHELLS.

Peters & King Empty Paper Shells, 10 and 12 gauge. Quickshot & League	½&10%
Peters & King Empty Paper Shells, 16 gauge. Quickshot & League	20&10%
Peters & King Victor Nitro shells	20%
Peters & King Loaded Shells, Quickshot, League and Semi Smokeless	40&5%
Peters & Kings Victor Loaded Shells with King's Smokeless	40&10&10&5%
U. M. C. New Club, 16 gauge	20&10%
U. M. C. New Club 10 & 12 gauge	33⅓&5%
U. M. C. New Club	33⅓&5%
U. M. C. Nitro	18%
U. M. C. High Base	18%
U, M, C, Trap	33⅓&10&7%
Winchester Blue Rivals / Winchester Yellow Rivals	20%
Winchester Repeater	18%
Wincester Leader	33⅓&10&7%
U. M. C. Loaded Shells, Black Powder / Winchester Loaded Shells, Black Powder	40&5%
U. M. C / Winchester	Smokeless 40&10&10&5%

GUN WADS—per 1000.

Peters Gun Wads	20&5%
U. M. C. Gun Wads	20&5%

POWDER.

King's Quickshot Powder; Kegs $4 00; ½ kegs $2 25; ¼ kegs $1 25.	
King's Semi-Smokeless	20&5%
King's Smokeless	25, 20&10%
Austin Quickshot Powder, Kegs $4 00; ½ kegs $2 25; ¼ kegs $1 25.	
Dupont Smokeless, Sporting	25, 20&10&10%

SHOT.

Drop shot, sizes smaller than B, 25-lb bags per bag	$1 35
Drop Shot, B and larger sizes, 25-lb bags, per bag	1 60
Buck Shot, 25-lb bags, per bag	1 60
Chilled Shot, 25-lb bags, per bag	1 60

ANVILS.

Hay-Budden, 70 to 84 lbs	10c per lb
Hay-Budden, 85 to 150 lbs	9c per lb

AUGERS AND BITS.

Snell's Boring Machine Augers	60&10&5%
Snell's Car Bits, 12-inch twist	40%
Jennings' Pattern Auger Bits	50&10%
Russell Jennings' Augers and Bits	25&10%
Ship Augers L'Hommedieu Bits	15%
Irwin	50%
Climax Bits	60&10%

AWLS.

Brad, handled	per doz. $ 35
Brad, shouldered, assorted 1 to 4	per gr. 2 00
Brad, shouldered, assorted 1 to 6	per gr. 2 50
Peg, Pat	per gr. 60
Peg, shouldered	per gr, 1 00
No. 1, Scratch, handled	per gr, 4 80
No. 5, Scratch, socket	per doz. 6 00

BEAMS—SCALE.

Scale Beams, List Jan. 12, 82	35%
Frary's	40%
P. S. & W	30%

BELLS.

Hand Polished	80%
Cow Bells	70%

BELLOWS.

Blacksmiths	70%
Hand, 6½ in	per doz. $4 50
Molders', 10 in	per doz. 9 00

BIT STOCK DRILLS.

Standard List ..... 60@60&5%

BLOCKS.

Common Wooden	70% to 70&10%
Eddy Steel Tackle Blocks	60⅔&5%

BOLTS.

CARRIAGE, MACHINE, ETC.

Common, list Jan. 30, '95	70&2½%
Norway Iron, $3.00, list Oct. 7, '84	75&10%
Bolt Ends, list Jan. 30, '95	60&10%
Machine, list Sept. 20, '99	70&10%

DOOR AND SHUTTER.

Ives' Patent Door	60%
Wrought Barrel, Standard list	70&10%
Wrought Flush	40&10%
Wrought Square, Standard list	65%

BRACES.

Barber's	50&10%
Common Ball, American	$1 50
Fray's Genuine Spofford's	60%
Fray's No. 307 to 322	40&5%
Fray's No. 508 to 522	50%

BRACKETS.

Cast Iron Plain	50&10%
Wrought Steel	70&10 to 75%
Bradley's	75to75&10%

BROILERS.

Wire Goods Co 75%

BUTTS.

Bright Butts, Nos. 800, 802, 804, 806, 808, 810, 814, 816, 818, 830, 854	70&10 to 75%
Bright Butts, Nos. 826, 828, 829, 830, 832, 834, 836 838, 840, 842, 843, 844, 845, 846, 848	70&10%
Bright Butts, Nos. 822, 822½, 823, 823½	70%
Japanned Butts, Nos. 700, 701, 702, 703, 704, 705, 706, 707, 708, 709, 710, 711, 726, 727, 728, 729, 730, 731	70to70&5%

CAGES—BIRD.

Enameled	40%
Brass 1200 series	33⅓%

CASTERS.

Bed	60&10&5%
Plate Casters	60&10&5%
Martin's Patent (Phoenix)	50&5%

CEMENT.

Asbestos Furnace Cement, 5 and 10 lb. cans, per lb .....

CHAIN.

Coil ⅜ in.....$6 00
½ 5 65
⅝ 5 50
¾ 5 40

CHALK.

Blue.....per gross 60c
Red..... " 50c
White..... " 45c

CHISELS.

Mix..... } 70&5to70&10%
Witherby..... }

CLAMPS

No. 25 Adjustable.....50&10to60%
Carriage Makers'.....50&10&5%

COFFEE MILLS.

Enterprise Mfg. Co., list Jan. 17, '93.....25%
Parker's.....50&10%
Arcade.....60&10%

DOG COLLARS.

Pope & Stevens' List:
Brass (full assortment).....net price

DOOR CHECKS.

Blount.....30%
Eclipse.....30%
Corbin.....30%

DRILLS AND DRILL STOCK.

Common Blacksmith's Drill.....$1 50@1 60
Bench Drills, Stearns'.....5 50@6 00
Blacksmith's Self-feeding, each.....5 00@7 00
Breast, Millers Falls, each, $3 00.....20%
Goodell Automatic Drills.....$12 00 to $15 00

FASTENERS, BLIND.

Zimmerman's.....50&10%

FAUCETS.

Standard Metal Key.....25%
B. & L. B. Co.

Redlich's Wood Faucets.

Red Cedar.....
Oak.....
Cherry..... } Net Prices.
Cork Lined.....
Metal Key.....

Self Measuring:
Enterprise, per doz. $36 00.....40%

FILES—Domestic.

Best Brands, list Nov. 1, '99.....70&10%
Good Brands, list Nov. 1, '99.....75&10%

Imported.

..... Stubs list. 5%

FORKS AND HOES.

Coke and Cottonseed Forks.....40&5%
Coal Forks.....40&5%
Barn or Ice Forks.....40&5%
Beet Forks.....30&10%
Ballast or Stone Forks.....40&5%
Tanners' Forks.....40&5%
Shaving Forks.....40&5%
Potato Scoop Forks.....40%
Oyster Forks.....40&5%
Sluice Forks.....40&5%
Heavy Mill, Manure or Street Forks.....70%
Steel Tar or Asphalt Rakes.....65%
Asphalt Hoes.....65%
Two Tine Hay Forks, Standard Size.....65%
Three Tine Hay Forks, Standard Size..60&16⅔%
Four Tine Hay Fork Standard Size.....66⅔%
Socket Four Tine Hay Forks.....66⅔&5%
Socket Four Tine Manure Forks.....70%
Socket Four Tine Spading Forks, 70&12.5&2½%
Three Tine Hay Header and Baler Forks
.....67⅔&2½%
Four Tine Hay Header and Baler Forks....66⅔%
Grain or Barley Forks.....70&5%
Four Tine Manure Forks.....70%
Five & Six Tine Manure Forks.....70%
Spading Forks.....70&2½
Potato Digging Forks.....65%
Stone Picking Forks.....65%
Garden Hoes.....75%
Meadow and Rhode Island Hoes.....75&5&2½%
Sunbeam Meadow Hoes.....75&5&2½
Mortar and Street Hoes.....75&2%
Planter Hoes, Regular Pattern.....70&30%
Tobacco Hoes.....75&30%
Cotton Hoes.....70&10&10&5&2%
Rough Finish Shank Cotton Hoes.....75&12½%
Cotton Chopper Hoes.....75&10&7½%
Ladies' Cotton Hoes.....75&10&7½%
Malleable Rakes.....70@70&10%
Toy Ladies' and Boys' Hoes 70&10to70&10&5%
Weeding Hoes and Rakes.....70@70&5%
Potato Hooks.....65to65&10%
Hop Hooks.....60&10&2½%
Steel Garden Rakes.....70&2%
Steel Garden Rakes Stamped blank.....70%
Turf Edgers.....60&5%
Steel Road Rakes.....65%
Special Mortar Hoes.....40&10&2½%
Harpers' No. 7 Mortar Hoes.....65%
Truck Hoes.....50&10&2%
Hoes.....65%
Special Hoes.....75&10&2%
Hoe Down Hooks.....75&10&2%
Warren Hoes.....50&10&7½%
Laid Steel Edge Hoes.....25, 5&2%

GAUGES.

Marking, Mortise, etc.....60%
Stanley R. & L. Co.'s Butt & Rabbet Gauge..Net

GIMLETS.

Gimlets.....60%

GLASS CUTTERS.

Woodward.....33⅓&10%
Red Devil.....33⅓&10%

GLUE POTS.

Tinned.....30%
Enameled.....35%

GLUE.

Martin's Liquid, List.....33⅓% off List
Martin's Liquid, List.....33⅓% off List
Martin's Liquid, List.....33⅓% off List

GREASE, AXLE.

Fraser's.....Net
Baum's Castorine.....Net

GRINDSTONE FIXTURES.

Stowell's.....Net
Reading Hardware Co.....Net

HAMMERS.

"Artisan's Choice," A. E. Nail.....40&10@50
Engineer's and B. S. Hand.....60&5%
Machinist's Hammers.....60&5%
Bell Face, A. E. Nail.....50&5%

HANGERS.

Badger.....60%
Baggage Car Door.....33⅓%
Elevator.....40%
Interstate.....50&10%
Magic.....50%
Matchless.....50&10%
Nansen.....50&10%
Parlor Door.....50%
Railroad.....50&10%
Street Car Door.....50&10%
Steel, Nos. 300, 400, 500.....40&15%
Wild West.....50&5%
Zenith for Wood Track.....50&10
Extra 5@10% often given.

HATCHETS.

American Axe and Tool Co.....
Blood's.....
Hunt's.....
Hurd's..... } 40&10&5; @50%
Mann's.....
Underhill's.....
C. Hammond & Son.....
Fayette R. Plumb.....

HAY AND STRAW KNIVES

Lightning.....$6 50&$7 0

HINGES.

Light Strap Hinges, No. 800.....75%
Heavy Strap Hinges, No. 803.....75&10%
Light T Hinges, No. 805.....65&10%
Heavy T Hinges, No. 807.....65&10%
Extra Heavy T Hinges, No. 809.....79&10&10%
Long Chest Hinges, No. 811.....50&5%
Hinge Hasps, No. 813.....50&10&5%
Crate Hinges, No. 815.....66⅔%
Crate Hasps, Single Swivel, No. 817.....44%

HOLLOWWARE.

Stove Hollowware Ground.....50%
Stove Hollowware Unground.....
Maslin Kettles.....70&10%

IRONS—SAD AND POLISHING.

Mrs. Potts' No. 50..... 75c
Mrs. Potts' No. 55..... 70c
Mrs. Potts' No. 60..... 90c
Mrs. Potts' No. 65..... 85c

KNIVES.

Standard List.....70&5%
Adjustable Handle.....25@33⅓%
Watrous.....30&10@40%
Cautelo's Folding.....25%
Improved Crown.....20%

KNOBS.

Base, 2½in Birch Rubber tip, ℔ gro.... $1 35
Door, Mineral.....℔ doz. 70c
Door, Por. Jap'd.....℔ doz. 75c

LADLES.

Reading.....Net
Sargent's.....Ne

LANTERNS—TUBULAR.

No. 0. Berger's "Ball Lift,"
.....per doz $ 9 50
No. 0. Bergers "Ball Lift," Galvanized.....per doz 10 50
No. 2. Berger's "Ball Lift,"
.....per doz 13 00
No. 2. Berger's "Cold Blast,"
.....per doz 16 00
No. 0. Berger's Dash Board, Japanned, Plain Globe.....per doz 13 00 } 40&10%
No. 0. Berger's Dash Board, Japanned, Bull's Eye.....per doz 13 50
No. 2. Berger's Dash Board, Japanned, Plain Globe....per doz 17 00
No. 2. Berger's Dashboard, Japanned, Bull's Eye.....per doz 17 50

BULL'S EYE POLICE.

2¾-inch flash light.....per doz $3 50@$3 75
3-inch flash light.....per doz 4 00@ 4 25
2¾-inch regular.....per doz 3 50
3-inch regular.....per doz 3 57

LEMON SQUEEZERS.

Wood, Common, per gr., No. 0, $5.00; No. 1, $6.50; No. 2, $10.00.
Wood, Porcelain Lined, No. 1,
.....per doz $3 00@$3 50
Tinned Iron.....per doz 1 25
Iron, Porcelain Lined.....per doz 3 25@ 3 50
Jennings' Star.....per doz 1 85@ 1 90
King.....per doz

STOVE AND PLOW.

Plow.....40&10%
Stove, list Dec. 28, 1899.....70@70&10%

TIRE.

Common, list Dec. 28, 1899.....70to70&10%
Eagle Philadelphia.....72½%
Norway " 75%

BORING MACHINES.

Jenning upright without Augers.....$2

MALLETS.

Fiber Head Stearns.....30&10%
Hickory.....40%
Lignumvitæ.....40@40&10%
Tinners, Hickory and Applewood,
.....per doz 75c@$1 50

MATTOCKS.

Regular list.....70%

MOWERS, LAWN.

Cheap.....all sizes, $2.00@2.10
Good.....all sizes. $2.50@2.75

	10	12	14	16-in
High Grade	4.25	4.50	4.75	5.00

Pennsylvania and Continental.....Net price
Genuine Philadelphia Mowers:
Styles M., S., C., K., T.....70&10%
Style A. (al steel).....60&10%
Style E., Low Wheel.....60&10%
Style E., High Wheel.....70&10&5%
Drexel, low list.....60
Gold Coins, low list.....60%
Dewey's.....Net price
All Day.....Net prices

NAIL PULLERS.

Giant, No. 1 ..... per doz., $18 00. 40%
" No. 1½ ..... " " $16 00. 40%
" No. 2 ..... " " $15 00. 40%
Ajax ..... Net prices.
Diamond B ..... per doz., $ 9 00
Pipe ..... per doz., 12 00
Eureka ..... per doz., 10 00

NAIL SETS.

Octagon ..... per gross, $8 00@$9 00
Round ..... per gross, 8 00@ 9 00
Cannon's Diamond Point ... per gross. $9 00 Net

NUT CRACKERS.

Sargent's No. 12 ..... $1 50

OILERS.

Tin or Steel 50%
Zinc ..... 50&10&5to60%
Malleable Hammers 35%
Malleable Hammers. Old pat., same list ..... Net

PADLOCKS.

Sargent Dog Collar 70%
Sargent Wrought Steel and Brass 50%

PLANES.

Stanley Planes, No. 100 ..... $.30 each
" " No. 130 ..... .85 "

PLIERS AND NIPPERS.

Swedish Side Cutting Pliers 40%
" End " " 40%
" Diagonal " " 40%
Halls Compound Nippers 40%
U. D. F. & T. Co., all kinds ..... Net

PLUMBS AND LEVELS.

Common ..... 75to75&5%
Disston's 60%

POACHERS

Buffalo Steam Egg No 1, per doz $7 20, 50%

POLISH.

POLISH—METAL.

U. S. Metal Polish Paste, 3 oz. boxes, per doz. 50c; per gr. $4.50 ½lb boxes, per doz. $1.25; 1 lb boxes, per doz ..... $ 2 25
U. S. Liquid, 8 oz. cans per doz. $1.25; per gr 12 00
Barkeepers' Friend Metal Polish, per doz. $1.75, per gr 18 00
Universal Paste, 3 oz boxes 60%
Burnishine Liquid 5 lb 16 00

POLISH—STOVE.

Dixon's ..... per gross, $5 75
Dixon's Plumbago ..... per ℔ 6½c

POPPERS, CORN.

Round or Square, 1 qt. ..... per doz 65%
Square, 1½ qt ..... per doz., $1 00
Square, 2 qt ..... per doz., 1 00

POST HOLE AUGERS AND DIGGERS.

Iwan's Patent Post Hole Auger 40%
Eureka Perfection Post Hole Digger, per doz $10 00
Atlas ..... per doz., 8 25

POWDER.

IN CANISTERS.

Duck, 1 ℔ each 45c
Fine Sporting, 1 ℔ each 75c
Rifle, 1 ℔ each $1 00

IN KEGS.

Duck, 6½ ℔ kegs $2 50
Rifle, 6¼ ℔ kegs 1 25
Rifle, 12½ ℔ kegs 2 25
Rifle, 25 ℔ kegs 4 00

PRESSES—FRUIT AND JELLY.

Enterprise Manufacturing Co. 25%

PULLEYS.

Hay Fork, Swivel, or SolidEye, doz... $1 75@$2 75
Hot House, Awning, etc 50%
Japanned Clothes Line 50%
JapannedScrew ..... 50&10%
JapannedSide ..... 50&10%
Sash (Auger Mortise):
Common Sense, 1¾ in. ..... per doz., 19c
Common Sense, 2 in ..... per doz., 20c
Empire ..... 17c.; 2 in., 22c

SASH PULLEYS.

Fox No. 3 or No. 7, 2¾ wheel ..... 25c per doz
Fox No. 9, 1¾ wheel ..... 20c per doz
Extra for plated Finish ..... 25c per doz
Extra for Anti-Friction Bronze Bushing ..... 10c per doz

RAZORS.

Fox Razors No. 42 ..... per dozen $20 00
" " " 44 ..... " " 24 00
" " 82....(Platina) " " 24 00
Discount 40%
ntankarus ..... " " 16 00

REGISTERS.

Black Japanned Registers, Ventilators, Faces and Borders ..... 50&10to60%
White Japanned Registers, Ventilators and Faces ..... 40&10to50%
Bronzed Finishes in Imitation of Gold, Silver, Copper or Bronze 40%
Nickelplated ..... 50&10to60%
Electro-Plated in Brass, Bronze, Copper or Oxydized Silver ..... 40&10to50%
White Porcelain 20%
Solid Brass and Bronze Metal 20%

RIVETS AND BURRS.

Copper 50%
Iron Rivets ..... 60&10&10to70%

ROOFING SUPPLIES.

EAVE TROUGH.

Perfection" Galvanized Eave Trough .... 75&10%
Eclipse" Galvanized Eave Trough ..... 75&10%
Double Bead Galvanized Slip-Joint Eave Trough ..... 75&10%
Double Bead Galvanized LapJoint Eave Trough ..... 75&10%

GUTTERS.

Roof Gutters, Galvanized ..... 75&10%

PIPE.

Plain Round Pipe, Galvanized, Nested 60&20&2½%
Plain Round Pipe, Galvanized, Unnested ..... 60&20%

VALLEYS.

Valleys, in Rolls, IC and IX Terne 70%
Valleys, in Sheets, IC and IX Terne 70%

HOOKS.

Flashing Hooks 10%
Wrought Conductor Hooks 60%

CUT-OFFS.

Kuehn's Galv 60%
Acme Galv ..... 10&10%
Acme Tin ..... 60&10%
Centennial Tin 20%

EAVE TROUGH HANGERS.

Eave Trough Hangers, Single and Double Bead, Imperial 10%
Eave Trough Hangers, Single and Double Bead, Wire 15%

ELBOWS.

One Piece Conductor Elbows, Galvanized, Corrugated 60%
Adjustable Elbows, Tin 50%

PREPARED ROOFINGS.

Imperial 2-ply Tarred Roofing, complete ..... $1 75 per sq.
Imperial 3-ply Tarred Roofing, complete ..... $2 00 per sq.

ROPE.

Manila, 7-16 inch diameter and larger, ... per lb 11½c
Manila, ⅜ in ..... per lb 11¼c
Manila, ¼ and 5-16 in ..... per lb 12½c
Sisal, 7-16 in and larger ..... per lb 7½c
Sisal, ⅜ inch ..... per lb 8½c
Sisal, ¼ and 5-16 in ..... per lb 8½c
Sisal, Medium Lath Yarn ..... per lb 9 c

BOXWOOD RULES.

No. 4 ..... $11 00 per doz
" 12 ..... 16 00 "
" 18 ..... 6 00 "
" 26 ..... 11 00 "
" 27 ..... 13 00 "
" 29 ..... 4 50 "
" 66 ..... 10 00 "
" 66½ ..... 10 00 "
" 67 ..... 6 00 "
Boxwood ..... 80&10%
Ivory ..... 40&10%
Lufkin's Steel ..... 50&10%

SASH LOCKS.

Ives, Patent ..... 60@60&5%
Payson's Perfect ..... Net
Payson's Signal, (new list ..... Net

SAWS.

Atkins' Circular ..... Net
Atkins' Band ..... Net
Atkins' Cross Cuts ..... Net
Atkins' Mulay, Mill and Drag 40%
Atkins' One-Man Saw ..... Net
Atkins' Circular Solid and Inserted tooth 50%
Atkins' Bands over 2 in. wide 60%
Atkins' Bands under 2 in. wide ..... 50&10%
Atkins' Mill, Mulay and Drag 50%
Atkins' Cross Cuts 40%
Atkins' One-Man ..... 40&10%
Atkins' Narrow Cross Cuts 40%
Atkins' Wood Saws and Blades ..... 40&10%
Atkins' Hand Saws 40%
Atkins' Compass Saws 50%
Atkins' Butcher Saws ..... 40&10
Disston Circular Solid and Inserted Tooth 50%
Disston Cross Cuts ..... Net
Disston Narrow Cross Cuts ..... Net
Disston Mulay, Mill and Drag 40%
Disston Framed Woodsaws 35%
Disston Woodsaw Blades 40%
Disston Woodsaw Rods 25%
Disston Handsaws, Nos. 12, 99, 9, 16, D100, D8, 120, 76, 77, 8 ..... 25%
Disston Handsaws, Nos. 7, 3 ..... 30%
Disston Compass, Keyhole, etc 25%
Disston Butcher Saws and Blades 35%

SCREWS.

BENCH AND HAND.

Bench, Iron ..... per doz., 60%
Bench, Wood, Beech ..... per doz., $3 50
Hand, Wood 35%

COACH, LAG AND HAND RAIL.

Coach and Lag, Gimlet Point, list Sept. 20, 1899 ..... 75@75&10%
Hand Rail, list Jan. 1, 1881 ..... 75%

JACK SCREWS.

Jack Screws 70%

WOOD.

MANUFACTURERS' CIRCULAR PRICES.

New List.
Flat Head Iron 85%
Round and Oval Head Iron 80%
Flat Head Brass ..... 75&10%
Round and Oval Head Brass 75%
Flat Head Japanned 80%

SHINGLES, METALLIC.

Eastlake I. C. Tin Shingles, painted, pr sq. $4 25
Eastlake I. C. Tin Shingles, galvanized, pr square $6 00
Octagon Fluted I. C. Tin Shingles, painted, per square $5 50
Octagon Fluted I. C. Tin Shingles, galvanized, per square $7 25

SIFTERS.

Eclipse ..... per gr $15 00
Hunter's Genuine ..... per gr $16 00

SKATE SHARPENERS.

kate Sharpeners, Eureka ..... per doz., $2 00 net
Vasher Cutters, Woodard's .... " " $2 50 net

SLATE.

GENUINE NO. 1 BANGOR.

24x14, 24x12, 12x 8, 22x11, 20x12 } $3 50 per sq.
18x12, 16x12, 14x10 } $3 75 per sq.
14x 8, 14x 7 } $3 25 per sq.
20x10, 18x10, 18x 9, 16x 8 } $4 50 per sq.
16x10, 16x 9 } $4 25 per sq.
12x 7, 12x 6 } $3 25 per sq.

GENUINE NO. 1 BANGOR RIBBON.

24x14, 24x12, 22x11, 20x12, 14x 8, 14x 7 } $3 00 per sq.
20x10, 18x10, 18x 9, 16x10, 16x 8 } $3 50 per sq.

SOLDERING FURNACES.

No. 3 Gems tin reservoir $6 00
No. 6 Gems copper reservoir 8 50
Gem Gas Pots 3 25
Clayton & Lambert No. 1 Fire-Pot 6 00
Clayton & Lambert's Special Fire-Pot, ... 4 50

SPRINGS, DOOR.

Star (Coil) list Oct '95 ..... net
Torrey's Rod 39 in ..... Per doz. $1 20@$1 25
Warner's No. 1 ..... net 75

STAPLES.

Barbed Blind ..... per lb., 10c
Poultry Netting ..... per lb., 5c

STAPLE PULLERS.

Runell Staple Pullers ..... per doz., $9 00

STOVE PUTTY.

5, 10 & 25 pound Cans ..... per lb., 5c
100 pound Kegs ..... per lb., 4½c

TWINE

Flax Twine—	BC	B
No. 9, ¼ and ½ lb. Balls	20c.	24c
No. 12, ¼ and ½ lb. Balls	17c.	20c
No. 18, ¼ and ½ lb. Balls	14c.	17c
No. 24, ¼ and ½ lb. Balls	14c.	17c
No. 36, ¼ and ½ lb. Balls	13c.	16c

Chalk Line, Cotton, ½ lb, Balls ..... 18@20c
Cotton Wrapping, 5 Balls to lb ..... 16 to 20c
2-Ply Hemp, ¼ and ½ lb. Balls (Spring Twine) ..... 12@15c
3-Ply Hemp, 1 lb. Balls ..... 12@15c
3-Ply Hemp, 1½ lb. Balls 8c
2, 3, 4 and 5-Ply Jute, ½ lb. Balls 8c
Mason Line Linen, ½ Balls 45c
No. 264 Mattress, ¼ and ½ lb. Balls 24c
Wool ..... 5½@6c

WASHERS.

Size bolt	5-16	⅜	½	⅝	¾
Washers	$7 00	$6 50	$4 00	$4 40	$4 00

In lots less than one keg add ¼c per lb; 5-lb. boxes add ½c to list.

WIRE CLOTH AND NETTING

Galvanized Wire Netting ..... 60&20%
Painted Screen Cloth, per 100 ft $1 00

WIRE AND WIRE GOODS.

Market.
Broken Ann, Nos. 0 to 18 ..... 60@60&10%
Cop'd, Nos. 0 to 18 ..... 50&10@50&10&5%
Galvanized, Nos. 0 to 18 ..... Net
Tinned list, Nos. 0 to 18 ..... 60&10@60&15%
Annealed wire, on spools ..... 60&10%
Brass, list Feb. 26, '96 ..... 5%
Copper list Feb. 26, '96 ..... 10%

WRENCHES.

Agricultural ..... 70&10@75%
Acme Bright 60%
Baxter's ..... 60&15%
Coe's Genuine 50%
Alligator ..... 60&10@60&10&5%

Wants and Sales.

For yearly subscribers to THE AMERICAN ARTISAN will be inserted under this head advertisements of six lines WITHOUT CHARGE, for employers wishing to secure employees, persons seeking situations, parties desiring to purchase a business, businesses for sale, partners wanted, to exchange, &c. Those who respond to these announcements will please mention that they read the advertisement in THE AMERICAN ARTISAN.

BUSINESS CHANCES.

PATENTS.

H. W. T. JENNER, Patent attorney and mechanical expert, 608 F street, Washington, D. C. Established 1883. I make an examination free of charge and report if a patent can be had and exactly how much it will cost. Send for circular. Member of Patent Law Association.

For Sale or Rent—Having concluded to retire from the trade I want to sell or rent my tinshop. Splendid chance for one or two good young tinners. Not much money required. For particulars address Port Arthur Sheet Metal Works, Port Arthur, Texas. 10

Partner Wanted– Would like to correspond with a competent tinner and hardware man that would like to invest $1,200 in a good hardware business with an up-to-date tinshop in connection. This hardware store is in one of the best Co.'s in Ill. Draws trade from three good counties. The only hardware store within 7 miles. A rare opportunity. Address "Box E," care THE AMERICAN ARTISAN, 69 Dearborn St., Chicago, Ill. 10

For Sale—Hardware, furniture and buggy stock in a R. R. division town of 2500 in western Nebraska, doing a good business. Address Box 71 care THE AMERICAN ARTISAN, 69 Dearborn St., Chicago, Ill. 10

Wanted—By a first-class tinner a good location in new enterprising town for tinshop and sheet metal work. Wisconsin, Iowa or Minnesota preferred. Address P. E. J., care of THE AMERICAN ARTISAN, 69 Dearborn St., Chicago, Ill. 10

I would like to go into the hardware business. I have a $3,000 business property in a town of 1200 hundred inhabitants, free from incumbrance (leased for $1,200 for five years), and $500 to $1,000 in cash to put into a good hardware store or hardware and furniture. Address "Box J," care of THE AMERICAN ARTISAN, 69 Dearborn St., Chicago, Ill. 10

For Sale—$3,000 hardware stock and building in a great mining and range country in Washington. No opposition. Fine climate, splendid opportunity. Best of reasons for selling. Address "Spokane," care of THE AMERICAN ARTISAN, 69 Dearborn St., Chicago, Ill. 10

For Sale—One-half interest or the whole of a clean well selected stock of hardware with a good established trade in one of the best towns of southern Michigan, will be sold at the right price. Address "Right Price," care of THE AMERICAN ARTISAN, 69 Dearborn St., Chicago, Ill. 10

Wanted—To buy a clean stock of Hardware 20 to 3,500. Must be a good Paying Business. Give size of stock, of Town, class of People, Nearest town, Terms of Sale on Stock & Fixtures & Tools, rent, &c. Address J. J., Spencer, Iowa. 10

For Sale—The only hardware and implement business in a small, but growing business village in southeastern Minnesota. Best farming country in the state. Stock will invoice about $2,000, doing a good business; tinshop in connection. On account of sickness we are obliged to sell. Will sell or rent building cheap. Address or call on E. F. Simon & Co., Altura, Minn. 9

For Sale—Clean stock hardware and harness with store building $3,500. Opposition 8 miles. Located in richest farming country of northwest Iowa. Address "Country," care of THE AMERICAN ARTISAN, 69 Dearborn street, Chicago, Ill. 9

Wanted—To buy hardware store. Will give $1,000 cash and $2,000 Chicago real estate. What have you got? Address "Advance," care of THE AMERICAN ARTISAN, 69 Dearborn street, Chicago, Ill. 9

For Sale—Hardware stock and store building, value $10,000, in southern Minnesota; year's sales $15,000; good country, people and profits; may consider a trade for a farm or ranch. Address A. E. P., care of THE AMERICAN ARTISAN, 69 Dearborn street, Chicago, Ill. 9

For Sale—Or Trade—Store building, 24x100, part brick and latest value $6,000, in southern Minnesota; guaranteed rent $50 per month; clean hardware stock in southern Minnesota preferred. Address "Latest," care of THE AMERICAN ARTISAN, 69 Dearborn street, Chicago, Ill. 9

For Sale—Hardware, carrying stoves, tinware, paints, pumps, first-class tin shop connected with complete set of tools; good business and good reasons for selling; stock, tools and fixtures will invoice $2,500; located in good live town in southeastern Wisconsin. Address "L. J. M," care of THE AMERICAN ARTISAN, 69 Dearborn street, Chicago, Ill. 9

For Sale—Hardware stock, at Redwood Falls, Minn. A good clean stock and a good trade. Poor health is the only reason for selling. Best location in town; will rent store room; population 2000. C. Fred Thompson, Redwood Falls, Minn. 8

For Sale—A well established hardware, tin and stove business, together with a good tin shop, with or without property; stock invoices $4,000. We will give our shelving, show cases, safe and fixtures, which cost us $650, together with a complete new set of tinner's tools to the man that pays us only what our stock is worth; no old stock; have been in business 5 years; a bargain to the first man. Address Petersen Hardware Co., 980 College avenue, Appleton, Wis. 9

For Sale—The only hardware and implement business exclusive in a good eastern Iowa town. Will sell or rent the building cheap. Must sell on account of being crippled so I cannot carry on the business. Address J. A. Denkman, Bennett, Ia. 8

For Sale—A nice clean stock of hardware, with good paying tinshop in connection, will invoice about $4,500. This business is located in a town in the fertile valley of the Sheyenne River, in the eastern part of N. Dakota, and is the county seat of one of the most prosperous counties in the state. Here is a good investment for any one wishing to embark in this kind of business. Good reason for wanting to sell. Address Box 401, Valley City, N. Dakota. 7

TINNERS' TOOLS.

For Sale—Cheap—1 Hurlbut's patent double seamer; 1 Savage's patent combination circular shear with burring attachment. These machines are made by Peck, Stow & Wilcox and in good condition. Address D. A. Williams, Jefferson, Ohio. 9

Wanted—A good second-hand brake capable of bending 12 gauge steel in six foot lengths. Address "Brake," care of THE AMERICAN ARTISAN, 69 Dearborn street, Chicago, Ill. 8

For Sale or Trade—1 Doty lever punch with 3 dies and punches; 1 set Newton's rotary shears, both in good condition, cheap for cash or will take sheet iron folder, bench plate or beck horn stake. Address M. and P., 19 So. Water St., Aurora, Ill. 8

For Sale—One second-hand 20 in. Stow's Brass mounted groover, one 14 in. Moore's double seamer, all in good shape, a bargain. Write for prices. Address Geo. E. Schuller, Montrose, Mo. 7

Wanted—Second-hand tinners' tools. Send list and price to Chas. Hahn, Red Lodge, Mont. 6

Wanted—To buy a second-hand 30 in. bar folder and a small hand punching machine, or punch and shears combined. Must be in good condition and cheap. Will sell a new No. 0—30 in. Gutter Beader cheap, never was used. Simsen & Ruppenthal, Hilbert, Wis. 6

HELP WANTED.

Wanted—At once, a good all round tinner, one that can do furnace, pump and windmill work, spouting and clerk in store if needed. State age and experience. Steady job. J. A. Dunstan, Hollandale, Wis. 10

Is there not a good tinner in the United States—If there is, I want him in central Iowa. Address "Want," care THE AMERICAN ARTISAN, 69 Dearborn St., Chicago, Ill. 10

Wanted—A young man, unmarried, German preferred, that has had one, two, or three years' experience as tinner; must be sober and a worker; state wages; must have man at once; steady job; good town. Address Maher & Son, Preston, Iowa. 9

Wanted—Bicycle repair man, about March 10th; state experience and salary wanted. Barbour Hardware Co., E. St. Louis, Ill. 9

Wanted—A first-class tinner; good wages; steady work. Address Schemaeal & Johnson, Escanaba, Mich. 9

Wanted—We want a man who understands plumbing, cornice cutting, tar and gravel roofing, and general tin work; wages good and steady work all the year; town 3,000; good schools and a position for a good man; can use nothing but a good man well qualified. Address Charles F. Stauffer, Eldora, Iowa. 9

Wanted—Iron stove pattern fitters. Must be good workmen. Address "Fitters," care of THE AMERICAN ARTISAN, 69 Dearborn street Chicago, Ill. 9

Wanted—Salesmen calling on the stove trade in the west and northwest to represent a stove repair house on commission. For further information address "R. G.," care of THE AMERICAN ARTISAN, 69 Dearborn street, Chicago, Ill. 9

Wanted—A number one tinner for inside and outside and furnace work. Young married man preferred; must be sober and a hustler; steady employment by April 1. Address Lock Box 27, Carey, Ohio. 8

Wanted—A tinner, must be a first-class man on gutter, furnace, and general outside and inside work; must have some knowledge of use of brake; must be young or middle aged, married, strictly honest, reliable and sober, bright, progressive, and up-to-date. A permanent job at $15 a week to the right man. Apply at once to E. N. Howell Hardware Co., Dixon, Ill. 8

Wanted—We want a first-class up-to-date tinner, quick, active and neat workman, to make milk cans, wash boilers, dairy pail, cream, and oil cans. Write us at once, give experience, age, salary expected and with whom formerly employed. Address A. A. Peterson & Co., Maple Park, Ill. 8

Wanted—Salesmen for central and western states to handle on commission or margin complete line of up-to-date steel ranges. State territory, experience, etc. Specialty Manufacturing Co., 859 Rose Bldg., Cleveland, Ohio. 8

Wanted—Shipping clerk and stock keeper. Head man in general for a young wholesale house, handling pumps, steam and plumbing goods, engine and boiler supplies, belting and packings, etc. One who has some ability as a salesman. Must be strictly temperate. A steady job to the right fellow. If you are afraid of work do not apply. State wages wanted and experience. Leighton Bros., Ft. Dodge, Iowa. 8

Wanted—By March 15th, experienced tinner and furnace man, one who can do plumbing, steam and hot water fitting, take charge of shop. State wages, years' experience. Can figure on jobs. Good wages, steady job to right man. Address Box O., Valley City, N. D. 8

Wanted—Salesman calling on the hardware trade in Iowa, Nebraska, Kansas, Kentucky, Tennessee, Texas, Missouri, Wisconsin, Minnesota and Dakotas to handle a specialty that is a good seller. Large commissions. Address Box 799, Milwaukee, Wis. 8

Wanted—At once a sober and industrious tinner who understands plumbing, steam and hot water heating and furnace work. State wages when writing. "W. B.," care of THE AMERICAN ARTISAN, 69 Dearborn street, Chicago Ill. 7

Wanted—Young man with one or two years' experience at tinner's trade, who wants to learn plumbing, heating, etc. A good chance for a bright boy. Write stating what you can do and wages expected. Address Box 179, Fox Lake, Wis. 7

Tinner—Partner, young man with small capital can find good opening in paying business in southern Michigan. Address "K," care of THE AMERICAN ARTISAN, 69 Dearborn street, Chicago, Ill. 7

Wanted—By March 15th; a young German tinner who has had 5 to 6 years' experience in the tinner trade, for general in and outside work. Must be strictly sober and reliable. State wages and give reference in first letter. Steady job for right man. Address Henry G. Groth, Cedarburg, Wis. 7

Wanted- At once, a first-class tinner able to do all kinds of job work, metal roofing and assortment work, also must understand pump work and be able to repair bicycles. Steady job to strictly sober, competent, married man in good town of 800 people Address at once. Nichols & Rankni, Stronghurst, Ill. 7

SITUATIONS WANTED.

Wanted—A steady position by an up-to-date tinner and job worker; also furnace work; 19 years at the trade; 38 years old, married and steady. Prefer some fair-sized town between Chicago and Omaha. Address P. O. Box 248, Keithsburg, Ill. 10

Wanted—At once, steady position by a tinner and a good all-around man; speak German and English; 8 years' experience; 22 years of age and single. Honest and reliable; can give good reference. Address P. O. Box 1015, Portage, Wis. 10

Wanted—By active young man, 26 years of age, a position as tinner and furnace worker. Have had four years experience. Am absolutely temperate and can furnish best of references as to character and habits. Speak German. Address 322 Broadway, Owatonna, Minn. 10

Situation Wanted—By young man, single, twelve years' experience at all kinds of tin work, pump and furnace work, in fact any work that comes into a hardware store and tin shop. Am also a good clerk. Wisconsin, Illinois or Iowa preferred. Address P. O. Box 216, Shullsburg, Wis. 10

Wanted—Steady job for one or more years by No. 1 mechanic. Good on assortment, diary, creamery, grain jobbing. Ditto plumbing, steam and hot water heating, also bicycle repairing, gas and gasoline stove work, furnace work, gas fitting, tap water mains, mill and boat work, as good in store as shop, can take full charge of shop and make it pay if work is in city. Sober, married. Work will show for itself. M. W. care of THE AMERICAN ARTISAN, 69 Dearborn St., Chicago, Ill. 10

Situation Wanted—By Apr. 1st by tinner of 12 years' experience. Best of references given. Am married, of steady and strictly temperate habits. Can do all kinds of work that comes to country shops. Good at furnace heating, plumbing and steam work, am willing to do anything that is wanted. Also good salesman. Job preferred in southern or western Wisconsin. Address M. O. Miller, Box 16, South Wayne, Wis. 10

Situation Wanted—By good reliable tinner and furnace man. Able to take charge of tin and furnace business. Good habits, Good reference. Address J. A. H., Lock Box 35, Sheldon, Iowa. 10

Situation Wanted—By a tinner inside and outside work. Speak German and English, strictly sober, Can clerk in store if not busy in shop. Address Edw. Bauman, Barrington, Ill. 10

Situation Wanted—As bookkeeper and clerk by a young man 21 years old, with 4 years' experience at hardware trade, strictly sober; have references; state wages paid. Address A. M. Carlson, 914 5th Avenue South, Minneapolis, Minn. 9

Wanted—A situation in hardware store; have had several years' experience in hardware store bookkeeping and handling stoves and repairing tinware, bicycles and barbering; can furnish best of reference. Address John A. Unglaub, Woodson, Ill. 9

Situation Wanted—By A No. 1 tinner, 16 years' experience at general tinning, hot air heating, bicycle repairing, etc.; married, steady, strictly temperate; can furnish best of references. A steady, permanent position wanted in good town with good school and churches. Address "A. D.," care of THE AMERICAN ARTISAN, 69 Dearborn street, Chicago, Ill. 9

Situation Wanted—Steady position by an active young tinner, both in and outside worker; can do pump work, assortment work, repair gasoline stoves, etc.; temperate, reliable; moderate wages. Address "Tinner," care of THE AMERICAN ARTISAN, 69 Dearborn street, Chicago, Ill. 8

Situation Wanted—By an experienced tinner and slater of 20 years' experience in shop work, furnace work, outside work and slate roofing; can estimate work from plans; capable of taking full charge of shop. references from last employer. Address "Tinner," 502 East Av., Elyria, Ohio. 8

Wanted—A situation as tinner, by March 1st Understand roofing, spouting, assortment, bicycle repairing, pump work and a fair knowledge of furnace work. Married man, honest, sober and steady. Prefer a town of from three or four thousand. Want a good steady situation. Address "E. H. M.," care of THE AMERICAN ARTISAN, 69 Dearborn street, Chicago, Ill. 7

Wanted—A position with good reliable firm by the year. Am an all-around man, 40 years old and sober. Can do inside and ouside tin work, steam and water pipe plumbing, old style tar and gravel roofing, also asphalt roofing. Understand the hardware business in all of its branches. Address A. D. P., Lock Box 25, Britt, Ia. 7

SPECIAL NOTICES.

IOWA FARM,

240 acres, all bottom land, 5 miles from R. R., title perfect, 170 acres under plow, balance pasture. No incumbrance. Price $10,000. Will trade for clean stock of general merchandise, or hardware. 10
Address **LOCK BOX 57, Logan, Iowa.**

WANTED.

500 to 1,000 No. 11, 13 and 15 Junior Oak Stoves. Name terms and cash discount, F. O. B. factory. For the Western trade. Stoves must have N. P. urn, top ring, and foot rail. Address

"Rail,"

care THE AMERICAN ARTISAN, 69 Dearborn St., Chicago, Ill. 10

WANTED.

A line of furnaces for the western Trade to job. Must have a light weight. Cheap line, also a high-grade line. Address

"Weight,"

care THE AMERICAN ARTISAN, 69 Dearborn St., Chicago, Ill. 10

WANTED AT ONCE

Two well posted and competent furnace salesmen for the road, by an old established house. Apply with references to

"Box 141,"

care THE AMERICAN ARTISAN, 69 Dearborn St., Chicago, Ill. 9

SPECIAL NOTICES.

Manufacturers' Agents or Travelers to Hardware Trade wishing a line of stoves and ranges on commission in Michigan and Wisconsin.

Address

"COMMISSION,"
care of THE AMERICAN ARTISAN,
69 Dearborn St., Chicago, Ill.

WANTED.

To reach the Hardware trade of the United States with a line of goods of established merit and of good demand. A profitable side line for traveling salesmen. State territory covered and reference.

E. B. Co.,
P. O. Box 1443, Boston, Mass.

FOR SALE.

Part of a set of Tinners' Tools. Price, $75. Address **T. Y. Walters,**
5 Amory, Miss.

FOR SALE.—On account of the death of the Proprietor, I offer for sale an established first-class Plumbing, Tinning and Stove Business, in good location and plenty of work. Address **Mrs. Mary E. Reynolds**, Ansonia, Conn

We have a new specialty, sells at sight to every stove dealer. We want traveling salesmen to handle it as a side line on commission.

Independent Register Co.,
156 Champlain St.,
Cleveland, Ohio.

SPECIAL NOTICES.

FOR SALE.—An unusual opportunity. Wholesale and retail stock of hardware, located enterprising city, New York state, approximating $12,000 to $14,000; can be materially reduced should buyer desire. Consisting of Builders' Hardware, Mechanical Tools, Paints, Oils, Glass and Stoves. Will be sold at a bargain if bought immediately, to close partnership. Address **G. M. S.**, care THE AMERICAN ARTISAN, 69 Deaborn St., Chicago, Ill.

I have machines that are needed in every tinshop in the land. On account of conducting my retail hardware business, I have not the time to devote to developing this business. Here is an opportunity for an enterprising man to make money. I will dispose of my patents and rights cheap, if application is made at once. I mean business. Address **"TOOL,"**
care AMERICAN ARTISAN,
69 Dearborn St., Chicago, Ill.

WANTED.

To buy strips of bright scrap tin 28 in. long by 1 to 2¼ in. wide, of 80 to 108 lbs. stock, in quantities of 100 lbs. or more. Quote best price per lb. Address

"B. M. C."
Care THE AMERICAN ARTISAN,
69 Dearborn St., Chicago, Ill.

Young man, well known in England and Continental Europe, familiar with the different languages, wishes agencies for a few lines of American manufacture. Prompt and careful attention, best of references furnished. Let us hear from you at once.

Stern & Co.,
39 Paradise St., **Liverpool, Eng.**

DIXON'S SILICA GRAPHITE PAINT

FOR TIN OR SHINGLE ROOFS AND IRON WORK. Tin roofs well painted have not required repainting for 10 to 15 years.
IT IS ABSOLUTELY WITHOUT AN EQUAL.
If you need any paint it will pay you to send for circular.
JOSEPH DIXON CRUCIBLE CO., Jersey City, N. J.

J. P. Watson & Son, Marshall, Minn.,

Write

"You will please take out the want advertisement for Tinner you got us one and "FORTY" applicants:'

CUT THIS OUT.

To the Publishers THE AMERICAN ARTISAN,
69 Dearborn St., Chicago.

Please send us THE AMERICAN ARTISAN each week for three months. At the end of that time we will remit Two Dollars, for one year's subscription, or 50 cents in case we decide to discontinue.

NAME.....

ADDRESS.....

TOWN.....

STATE.....

KRAUSE MFG. CO., 7701 Goldsmith Ave., CHICAGO, ILL.

Patentees and Manufacturers of the

Ideal and Victor Adjustable Grass Carriers.

THE BEST SELLING CARRIERS ON THE MARKET.

THE "IDEAL" is the only adjustable "full" metal bottom carrier made. Can be adjusted from 12 inch to 20 inch mowers. Is very durable and first-class in every respect.

THE "VICTOR" is a canvas bottom carrier with a Galvanized Iron front to prevent wear, and forming a stopper to prevent the grass from rolling out. One size can be adjusted to fit from 10 inch to 18 inch mowers without the sagging of the bottom. This is a very desirable feature, as the bottom is always "taut," thus preventing wear as is the case with other adjustable canvas bottom carriers. No monkeying with bolts or nuts on the machine. Either carrier can be attached in a moment's time.

Write for price and circular. Prominent houses like

HIBBARD, SPENCER, BARTLETT & CO., Chicago, Ill.
SIMMONS HARDWARE CO., St. Louis, Mo.
S. P. TOWNSEND & CO., Bloomfield, Essex Co., N. J.
BAKER & HAMILTON, San Francisco, Cal.

And many others are selling agents. | Canadian patents for sale.

The No. 8 TORCH.

This style of Torch does not use a pump to generate air pressure, but depends upon heat to do this. The tank is a solid brass casting, fitted with cast bottom, which screws to place and is then brazed and will withstand an enormous pressure. It has an adjustable handle, so that it can be held in any position. The burner used on this Torch is fitted with double shouldered, quick-acting needle, which enables the user to control the flame, stopping it instantly if desired. The generator being powerful, makes a pure blue flame that will do brazing quickly. The No. 8 is thoroughly well made, and is nicely finished all over. We warrant it to please you. Order of your jobber, or send us $2.50 and we will send by paid express.

Price $2.00 net.

Clayton & Lambert Mfg. Co.,
DETROIT, MICH.

GEM SOLDERING FURNACES.

The best soldering furnace yet put on the market. We guarantee every furnace to be worked out of doors or on roofs in all kinds of weather. They are intended to supply a want long felt by Tinners, Plumbers, Electricians and Pattern Makers. We have many kinds for many uses.

SMOKELESS
ODORLESS
NOISELESS
RELIABLE
DURABLE
PROMPT
EFFICIENT

BURGESS SOLDERING FURNACE CO.
SEND FOR CATALOGUE AND PRICES. COLUMBUS, OHIO.

Send for catalog and prices.

THE MOWER

That will kill all the weeds in your lawns.

If you keep the weeds cut so they do not go to seed, and cut your grass without breaking the small feeders of roots, the grass will become thick and weeds will disappear. The Clipper will do this. **CLIPPER LAWN MOWER CO., Norristown, Pa.**

All Kinds of

TINWARE, Stamped Tin and Metal Goods

are being sold by us at figures you cannot afford not to get. Our large seven-story factory, equipped with the latest improved machinery, enables us to undersell all competition.

American Tinware Mfg. Co.,
79-81-83 Jefferson St., CHICAGO.

We repair grind hone and handle razors. Write us.

Fox Razors

ARE MADE BY US.

Every Fox Razor honed and inspected the day we ship it.

FOX CUTLERY CO.

Write for new catalogue to

Dubuque, Ia. - 925 Main St. New York City, 48 Center St.

THE ROBERT AITCHISON PERFORATED METAL CO. 1035 DEARBORN ST CHICAGO ILL.

B. S. ESTES,
Devil's Lake, N. D., writes:

"I have secured a good man, thanks to my ad. in The American Artisan. You have my heart-felt thanks."

The Lowell Hardware Co., Janesville, Wis., write:

"We could not do business without THE AMERICAN ARTISAN. We have received answers from our advertisement from all parts of the United States, and sold seven sets of tinner's tools from one advertisement."

Lackawanna Railroad

The Scenic Line TO New York City

Palatial Solid Vestibuled Trains
Superb Dining Cars
(Meals a la Carte)
Observation Cars **Latest Pullmans**
Elegant Day Coaches

3 THROUGH TRAINS DAILY from CHICAGO 3

Leaving Chicago	Arriving New York
10.35 a. m.	3.35 p. m. next day
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Rates $18.00 First Class
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CITY TICKET OFFICE: 103 Adams Street
GEO. A. CULLEN, Gen'l West'n Pass. Agt.
CHICAGO

Take Your Choice.

You "Get Your Money's Worth."

Peters Shells.

Ideal. A high-grade, rich, cherry-colored shell. High brass reinforcement, battery cup, Peter's No. 8 Primer, loaded with **King's Smokeless**, highest velocity, even pattern.

New Victor. Medium grade. A beautiful green shell, brass reinforcement. Loaded with **King's Smokeless.** A perfect load for trap or field.

Referee. Any trap shooter or hunter now using black powder should try the Referee. Loaded with **King's Semi-Smokeless Powder.** It has all the advantages of Smokeless and costs but a trifle more than black powder loads.

League. The king of all black powder loads. They are loaded with specially selected material and are unexcelled.

The Peters Cartridge Co.,
CINCINNATI, O.
Eastern Branch: T. H. Keller, Mgr., 80 Chambers Street, New York.
Hibbard, Spencer, Bartlett & Co., Chicago.

ALUMININE.

The original and patented Aluminum Finish for Stoves. Carried by jobbers in all parts of the country. Send us your order and we will forward to the one nearest you. Manufactured only by
ALUMININE PAINT & POLISH CO
95 W. Lake St., Chicago, Ill.
RUTLAND FIRE-CLAY CO., Rutland, Vt. Eastern Agents

"Nothing except the mint can make money without advertising."—Gladstone.

The Window Cleaning Season is Approaching.

ORDER THE BEST.

Handy Window Cleaner No. 3.

The public has been demanding a window cleaner, the rubber of which, when worn out, can be removed and replaced with a new one. Handy Window Cleaner No. 3 accomplishes this object, the rubber being removable, and can be replaced at small cost. Once used, no other window cleaner can take its place. Made of pure gum and galvanized iron, with malleable iron handle.

Manufactured by **Handy Things Co.,** 299-301 Canal Street, CHICAGO, U. S. A.

JONES' PATENTED COPING SAW

IN OPERATION.

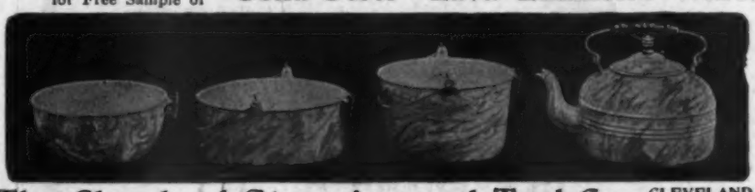
This saw is constructed with a tubular back, through which runs a string or a cable connecting both ends of saw frame, which causes the blade to turn to any angle **by turning the handle only**, without removing it from the work.

Furnished with One-half Dozen Blades.

Send for circular. Write your jobber to send for sample.

Jones & Dommersnas,
31 & 33 Indiana St., - - - CHICAGO, ILL.

Send 10c. in Stamps for Free Sample of **"Solid-Steel" Lava Enameled Ware.**



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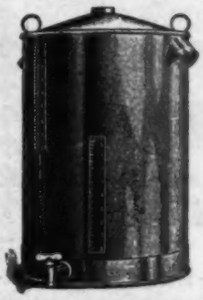
IMPROVED
Young America Scale.

It is Made of Steel. White Tile Top.
Tin or Brass Scoop. Brass Dial.
BEST IN THE WORLD.

A most beautiful and attractive scale for all purposes. Beautifully enameled, ornamented and striped. Weighs 20-pounds by ounces. Occupies but little space. Is light and easily moved. It can be regulated by turning the brass screw on top. It is always ready and easily understood. It is a convenient scale to use and has no weights that may be lost. You can look this one in the face to prove its accuracy without looking for weights. Every scale examined before leaving the factory and warranted correct.

MANUFACTURED BY
AMERICAN CUTLERY CO., CHICAGO, ILL.

The Jersey Cream Separator



Separates cream from milk in less than one hour. The most simple, practical and reliable separator on the market. A sure seller. Sold to dealers only. Write for prices and circular to

THE
Galesburg Cornice Wks.,
GALESBURG, ILL.

100 TINNERS' PATTERNS, COMPLETE FOR $1.00

DANIEL STERN, 69 Dearborn Street, CHICAGO.

TIME

Time Flies and the hardware dealer who is not handling the **Buckeye Brand of White Lead Ground in Oil** is losing money every day he puts off writing us.

Buckeye Paint & Varnish Co., Toledo, O.

No. 230.

Draft Register Screw

Manufactured By

The Fanner Manufacturing Co.
CLEVELAND, O.

PATTERNS

Wood and Metal for Stoves, Ranges and Furnaces to order.

W. L. MERSFELDER,
PATTERN WORKS:
S. E. Corner Pearl and Ludlow, Cincinnati, O.

INDIANAPOLIS PATTERN WORKS
Thos. F. Scullin, Prop.
INDIANAPOLIS, - - IND.
We manufacture to order Hardware Specialties of any description.

THE GEO. W. COPE
STOVE PATTERN WORKS,
Randolph and Atwater Sts.
DETROIT, MICH.

REPAIRS FOR ALL STOVES & RANGES.

A. G. Brauer, 316-318 North Third St., ST. LOUIS, MO.

PATTERNS

F. S. WELLER
PATTERN WORKS,
State St., QUINCY, ILL.

A Special Hardware Wagon.

Low Down.
Short Turn.
High Wheels.
Saves the Heavy Lifting.
Makes Quick Delivery.
For Prices, Terms, &c., Address,

SHIPMAN, BRADT & CO., 305 North 3d St., DE KALB, ILLS

Experience. Correctness.
Acme Pattern Works
STOVE and HEATER
Patterns
AKRON, OHIO.
Promptness. Satisfaction.

JOS. P. BELL, Baraboo, Wis., Writes: "Please take my ad. out of your paper. If you don't I will have to hire a man to answer the letters I am receiving."

RUFUS SLOTHOWER, Shullsburg, Wis., writes: "I consider your manuals of inestimable value to the craft and no tinner can afford to be without The American Artisan."

Diamond Stove Pipe Damper.

U. S. Patent June 25th 1895

Nickel Handle

Manufactured by **The Adams Company,** Dubuque, Iowa.

Champion Stove Clay

The only Stove Lining made of crucible materials.
Packed in 2½ lb., 6 lb., and 10 lb. pasteboard boxes and also in bulk.
Order it from your jobber.
The best and most refractory lining made.

BRIDGEPORT CRUCIBLE CO.
BRIDGEPORT, CONN.

The Stay-in Flue Stopper

Brass finished, nicely decorated, is the very best on the market, is sold only with a **positive guarantee to be absolutely soot proof,** and cannot be pulled, jarred or blown down from the flue hole.

We are headquarters for **Asbestos Mats, Flour Sifters, Peoria Fruit Presses and a full line of Pieced Tinware.** ASK YOUR JOBBER FOR THEM.

Stuber & Kuck,
PEORIA, ILL.

Ressler Roasting and Baking Pan.

Its double or extra bottom makes this baker one of the best articles now in use for either wood, coal, gas, oil or gasoline stoves. Examine this Baker and Roaster and you will see that it is made of better material, is stronger and heavier and better made than most bakers now in use. Write for circular.

Welling Mfg. Co., • Columbus, Ohio.

IDEAL DAMPERS
COVER LIFTERS
AND POKERS

Have Non-Heating Handles of Elegant Design and Finish. They are the Best.

STOVER MFG. CO., 170 River Street, FREEPORT, ILL.

Registers and Ventilators.

A Full Line, Unique Designs

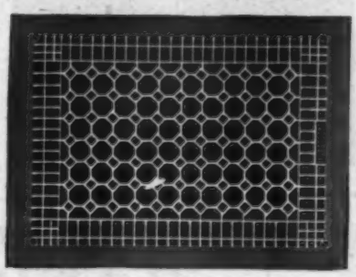
Quality and finish unexcelled. All styles of finish, from Japanned to Gold Plated.

Send for Catalogue.

The Philadelphia Hardware and Malleable Iron Works
Philadelphia, Pa.

T. E. HENRY,

10 Long St. CLEVELAND, O.



ALL SIZES—ALL STYLES OF FINISH. PROMPT SHIPMENTS.
Quality and finish unexcelled.

SEND FOR CATALOGUE.

Iron Reservoir Vases and Lawn Settees

Manufactured by
McDonald Bros.,
COLUMBUS, O.

A large 40 page catalogue free upon application, with liberal discounts to the trade.

E. J. Schultz, Kewanee, Ill., writes:

"I can say that my advertisement in The American Artisan convinces me that I cannot afford to do without your paper."

The Quicklight Lamp

is the only lamp fit for house use. No noise, no flicking out, but is quiet, and a steady light. Made in DOUBLE, SINGLE and STAND LAMPS. Write for circular and price list, and terms to agents.

THE GREAT OBJECTION to all of the different makes of gasoline lamps **heretofore offered** to the public has been that they require **generating**, which means tiresome delay in lighting, difficulty in keeping in working order and heavy expense for repairs; the different parts of the lamps being complicated. There is also the expense of **alcohol**, which is an absolute necessity with all **generating lamps**. The "Q" requires no generating, no alcohol, no waiting, it is operated the same as ordinary city gas, **lights instantly**, can be **turned up or down**, as desired, and is absolutely safe.

You are doubtless familiar with generating lamps and the many disagreeable features. No generating lamp will sell at any price where our **Quicklight Lamp** is known, and as a gift the generating lamp will soon cost more money for alcohol, repairs, etc., than our lamp at full retail price.

We are not trying to compete with cheap Lamps. You can buy them at any price. We prefer to offer you the best lamp ever made.

We guarantee entire satisfaction. Patented July 24, 1900.

Quicklight Mfg. Co.

323-325 Dearborn Street, CHICAGO.

Live Men Want Light
Dead Men Don't Need Any

For sale—gasoline lamps both pressure and gravity. Twenty different designs, including the best gasoline system for lighting stores on the market. Our 700 candle power arc street lamp has no equal. Send for Catalogue at once. Agents wanted everywhere. Special prices to the trade on lamps and supplies.

The New White Light Gas Lamp Co., 281-283 W. Madison St., CHICAGO, ILL.

HARDWARE ADVERTISING

that brings results is hard to secure. You know from experience.

I can help you prepare your advertisements. I have 100 ads. Bound with Perforated Leaves. Cover in Purple and Gold. Type Display as it should be. Everything advertisable in a Hardware Store. Written by a Practical Hardwareman. Ready to sign your name to and hand to the Printer. They made money for my client. Why not for you?

I MADE MONEY FOR LYNCH

"I think your 100 ADS for $1.00 is the finest thing I ever saw of its kind. They have made 100 TIMES THE AMOUNT FOR ME."

H. E. LYNCH,
CLARENDON, ARK.

Do you want to increase your business that much? It is the continual advertising pounding that tells. Something new every issue brings results. I will send you this handsome book prepaid on receipt of $1.00.

YOU—NEED—IT

Burtis R. Kessler
1323 Michigan Trust Bldg. Grand Rapids, Mich.

LAWLER'S

Automatic CELLAR DRAINER

The best and most successful machine for the purpose in the market.

LAWLER WATER FEED & DAMPER REGULATOR CO.
181-189 Mercer Street, New York City, or **Chicago Engineer Supply Co.,** 167-169 Lake Street, Chicago, Ill.

OUR OWN SANITARY VENTILATED

Chain Pump

The only chain pump curb constructed on scientific principles. The side and top openings are covered with galvanized wire screen. All the fixtures, the reel, nozzle, bearings, handle and reel shank are thoroughly galvanized, making the curb as well as the fixtures rust-proof This curb has no cast iron rims; the body and lower rim is formed from one sheet of galvanized iron; the side seam is locked and riveted. It is painted a handsome gray color and nicely stenciled. Every curb is thoroughly inspected before leaving the factory, and we guarantee it to be the best and handsomest pump curb on the market. Weight, crated ready for shipment 27 lbs.

Fred T. Brosi Co.

QUINCY, ILL.

Hunt Filter Base
Will stop Sand and Wear. Pump always primed. Can be easily attached to any pump. Write to the **HUNT FILTER PUMP CO.,** Nichols, Tioga Co., N. Y.

John Selzer,
Morning Sun, Iowa, writes:
"Please discontinue my ad for Tinners tools, am supplied have received replies from all states from Virginia to Texas."

THE "DISSTON SAW" WILL DO MORE WORK WITH LESS EXERTION AND HOLD ITS CUTTING EDGE LONGER THAN ANY OTHER BRAND OF SAW.

Fully Warranted as to Material and Manufacture.

For Additional Information Send a Postal For Our Pamphlet "Practical Hints To Mechanics."

Henry Disston & Sons, Inc.,
Keystone Saw Tool Steel & File Works.
Philadelphia, Penna.

The Duplex Broiler

Broils both sides at once. The best utensil ever made for a Hot Plate, Gasoline or Oil Stove. It's a hummer.

Made from tin. Neat in appearance and the only portable vertical broiler.

Write for circular and prices.

W. H. Barnard & Co., Norfolk, Va.

SPERRY'S CALDRONS....

Full measure, guaranteed perfect, original patterns, with metal distributed where it is needed. Many Caldrons are made from our castings as patterns. They are inferior to original, as they have light bottoms and heavy sides and hold less.

D. R. SPERRY & CO.,
HOLLOW-WARE FOUNDERS,
BATAVIA, ILL.

TWELVE SIZES ALWAYS IN STOCK.

RAIL ROAD MILK CANS

These cans are made of Heavy Cold Rolled Steel. The covers and necks are made seamless; hence there are no seams for sour milk to collect in. A heavy steel washer is soldered to both cover and neck, thus preventing the holes from tearing out. The handles are heavy and of malleable iron—made solid. The handles are riveted to the breast with two heavy rivets on each side of the handle. All cans are lettered to order with 1¾ inch copper letters. ALL LEADING DEALERS HANDLE THIS CAN. Write us or prices.

Elgin Style.

Arthur A. Peterson & Co., Maple Park, Ill.
Manufacturers of Extra Heavy Dairy and Pieced Tinware.

The Toledo Galvanized Tub

With Wringer Attachment.

The Best, Neatest and Strongest device for attaching a Wringer to the Tub ever placed on the market. It holds the wringer solid on Tub, strengthens the body of Tub, and always in place.

Order a sample dozen of your jobber.

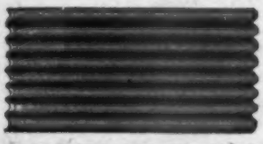
Fitted to our No. 1, 2 and 3, Tubs.

Made Only By
The Toledo Tinware Mfg. Co. Toledo, Ohio.

BUNGS

Cheapest Made.

J. M. LITCHFIELD,
105 BEEKMAN STREET, NEW YORK.



Write us for Catalogue and Low Prices on BEST
Steel Roofing, Corrugated Iron, Etc.
We are large manufacturers of these goods and can save you money.
SYKES STEEL ROOFING CO. Chicago, Ill., and Niles, Ohio.

We may live without poetry, music and art;
We may live without conscience, and live without heart;
We may live without friends, we may live without fads;
But business today cannot live without ads.—American Advertiser.

FORETHOUGHT

In the spring a young man's fancies slightly change to thoughts of **PRUNING** and it is absolutely necessary that he has a good pruning shear. The **GREEN BOOK** contains them, all grades, all kinds. Consult it before buying.

Smith & Hemenway Co.
UTICA DROP FORGE & TOOL CO.
THOMSON BROS. & CO.
296 Broadway, New York.

...THE PENNSYLVANIA LAWN MOWER...

Our factory produces and sells more

High-Grade Lawn Mowers

AND

Our capacity is far in excess of any other manufacturer in the world....

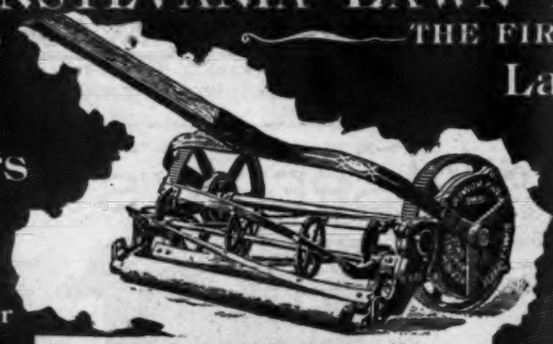
THE FIRST

Lawn Mower

EVER MANUFACTURED

WITH A TRAIN OF GEARS.....

Made to ride over uneven ..... surfaces



Pennsylvania High Wheel Lawn Mower.

THE SUPPLEE HARDWARE CO., Philadelphia.

Genuine

Philadelphia Style A All Steel.

"The Largest Producers of Superior Mowers."

Style A Mower weighs one-half less than others of its style, and runs lighter and mows longer, and with more than 30 years' experience can give every advantage to our customers, assuring our trade that it is our purpose to make our trade relations of mutual benefit.

THE

Phila. Lawn Mower Co.,

3107-3109 Chestnut St.,
PHILADELPHIA, PA., U. S. A.

Illus red catalogue on application, showing eighteen styles of Hand Mowers and five of horse.

"ENTERPRISE"

Rapid Grinding and Pulverizing Mills

35 Sizes and Styles for Hand and Power from $1.25 to $125.00

No. 0, $1.50

Meat Juice Extractor

No. 21, - $2.50

Order from your Jobber

Descriptive Catalogue mailed Free

Bone, Shell and Corn Mill

No. 750, $7.50

The Enterprise Mfg. Co. of Pa.

N. Y. Branch 10 Warren Street

Philadelphia, U. S. A.

San Francisco Branch 105 Front Street

BARGAINS

Our business consists in the purchase of **Stocks of General Merchandise** at **Sheriffs', Receivers' and various other forced sales.**

Single and Double Bitted Axes.

We have just received a new consignment of extra high grade, charcoal tempered, fine steel axes.

Michigan, Yankee, Kentucky, Western, Ohio, Virginia, Dayton, and Wedge. Each wrapped separately, 1 dozen in a case. In ordering please state first and second choice of patterns.

Assorted weights 3½ to 4 lbs., 4 to 5 lbs., 4½ to 5½ lbs.

Single Bitted, per dozen..... $4.25
Double Bitted, per dozen..... 5.40

Warm Air Registers, Ventilators, etc.

We purchased at Manufacturer's Sale an entire and complete stock of **brand new Registers and Ventilators.** Made by a well known factory whose many years of experience enabled them to turn out a line of goods, which in **workmanship, durability and beauty of finish** are **unsurpassed.** We fully warrant them in perfect condition.

Discount from standard list, 75 per cent.

WRITE FOR COMPLETE LIST.

Sheet Steel.

We have on hand an enormous stock of Black and Galvanized Sheets, brand new, regular and odd sizes, at following prices:

No. 18.	Black	Per 100 lbs.,	$2.05
" 19.	"	" "	2.10
" 20.	"	" "	2.15
" 21.	"	" "	2.25
" 22.	"	" "	2.40
" 23.	"	" "	2.50
" 24.	"	" "	2.75
" 22.	Galvanized	" "	2.85
" 20.	"	" "	2.80

WRITE FOR COMPLETE LIST.

Brand New Hack Saw Blades.

We bought at Receiver's Sale these fine quality flexible steel hack saws. If you are looking for a first-class article in this line that will give entire satisfaction, send us your order.

NOTE OUR PRICES.

Length, inches	8	9	10	12
Per dozen	25c	26c	30c	36c

GOODS WE HAVE IN STOCK.

Machinery, Iron Pipe and Fittings, Iron and Steel Roofing, Hardware of All Kinds, Wire, Building Material, Plumbing Material, Belting, Household Goods, etc., etc.

OUR CATALOGUE No. 70 Contains 250 pages of Merchandise at Extremely Low Prices.

Chicago House Wrecking Co.

West 35th and Iron Sts., CHICAGO, ILL.

Crawford Bicycles.

None Better. Few as Good.

BE FAIR TO YOURSELF. INVESTIGATE.

CATALOG FREE FOR THE ASKING.

FARWELL, OZMUN, KIRK & CO.

Wholesale Distributors,

ST. PAUL.

EVERY LAMP SOLD SELLS ANOTHER.

USED FOR INTERIOR AND STREET LIGHTING.

NOW IS THE TIME TO APPLY FOR **The Agency** OF THE

Doran Lighting System

. Remember the **FIRST** in the field will reap the harvest. Our improved Doran Lamp is the height of perfection in Hydro Carbon lamps. **DON'T** confound this with the common 100 candle power gasoline lamp. We have something entirely new, pronounced by **ALL** who have seen it the **BEST** thing they ever saw.

1250 Candle Power. **No fount to fill and break mantels.** **No shadow below, light all around.** **Turned up and down instantly with a chain.** **Simplicity (it will surprise you).** **Practically noiseless.**	A Few of its Good Points	**Handsome, looks exactly like the best electric arc lamp.** **Last, but not least, the cheapest system on the market, both in first cost and in operation, which is 1-6 of any other light of its power.**

We are appointing agents now for every town and city in the U. S. It will be profitable to you because we have **POSITIVELY** the best system of lighting ever invented. It has absolutely **NO FAULTS.** Every lamp guaranteed to be perfect and give satisfaction when received. As to our responsibility we refer to any bank or mercantile agency in Chicago.

Acorn Brass Works,

19a Jefferson Street, CHICAGO.

SPECIAL NOTICE.—All infringements on this patent will be prosecuted to the full extent of the law.

Exclusive Territory will be granted.

A THING OF BEAUTY IS A JOY FOREVER

Brilliant Enameled Steel Ware

A decidedly handsome effect.

Outside beautiful shades of green, blue and brown, pure white inside. Some pieces colored inside also. Page 206, Catalogue No. 1, explains this.

The "get there" dealer will understand the advantage in handling something a little different from his neighbor.

Here is an opportunity. Do not fail to talk these matters over with our salesmen.

They are good fellows and want to help promote your business.

And do not forget our Catalogue; a postal card brings it.

NATIONAL ENAMELING AND STAMPING CO.

BRANCH OFFICES

NEW YORK CHICAGO ST. LOUIS BALTIMORE MILWAUKEE

DOES . . .

the time in which you get an order filled make any difference to you, Mr. Western Dealer? If it does you should bear in mind that we are in position to give the trade of the West and Northwest the quickest and promptest service in the country.

We extend a cordial invitation to all visitors as well as buyers.

YUKON, ECONOMIC, and CHILKOOT

The Great Sanitary

Refrigerators

Honestly made and beautifully finished.

A perfect Refrigerator and a great economizer of ice.

The originators of successful white enameled provision chambers.

There are many imitations but ours is the only perfect enameled Refrigerators on the market.

Eight walls to preserve the ice.

If you want a first-class line that will please your customers and bring trade

Write for Catalogues and Discounts to

Our enamel is baked on galvanized iron.

The Michigan Barrel Co., GRAND RAPIDS, MICH.

Gee Whizz Washer

A Novelty and a Winner.

Does what it is intended and guaranteed to do.

Made without hoops or staves, will neither shrink, leak nor fall down. The labor saving washer of 20th Century. Our circular describes the reflex motion and tells why it whirls, rubs, slaps, squeezes and sucks the dirt out of the clothing.

You want the agency. Write for particulars to

RANDLEMAN & SONS, Des Moines, Iowa.

BIG FOUR ROUTE

Chicago to { Indianapolis, Cincinnati, Louisville, the South and Southeast

Peoria, St. Louis, Indianapolis, Cincinnati, Louisville } To **New York** AND **The East**

W. P. DEPPE, A. G. P. & T. A. — W. J. LYNCH, G. P. & T. A.

CINCINNATI.

J. C. TUCKER, G. N. A., 234 Clark St., Chicago

Sparks Will Fly.

Our wire lined grate guards save hundreds of precious lives. We are the largest manufacturers in U. S.

We give largest discounts.

DOW Wire Works Co.

LOUISVILLE, KY.

$25 ON 5 TON IS WHAT YOU CAN SAVE

We make all kinds of scales.

Write for prices

ALSO B. B. PUMPS AND WINDMILLS.

BECKMAN BROS., Des Moines, Iowa.

"It is true that advertising will not put merit into poor merchandise, but good merchandise often becomes poor for the want of good advertising."

—Some Essential Oils for Advertising.

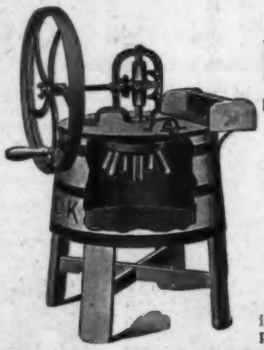
Peoria Washing Machines.

BEST IN THE MARKET.
MADE WITH BALL-BEARINGS.

Have a Compound Lever Handle which greatly reduces the work of wash days. The motion used in vibrating the handle takes the strain from the back and lets the arms do the work with a great reduction in labor.

Send for Catalogue.
Secure the Agency.

CLARK, QUIEN & MORSE,
PEORIA, ILL.



THE ORIGINAL

H. F. Brammer Mfg. Co.

INCORPORATED 1888. DAVENPORT, IOWA.

MANUFACTURERS OF

The Original Improved Brammer Washer.

The Original O. I. C. Pendulum Washer.

The Original O. K. Rotary Ball Gearing Washer.

WE LEAD, others imitate. The superiority of our washers is too well known, and dealers will not be misled. Circulars and particulars will be sent on request.

CHICAGO WASHER

Is a DOUBLE RUBBING machine, having two wash board-like surfaces, running in opposite directions, which subject the clothes to a thorough rubbing. It is made of seasoned cypress lumber and galvanized iron. Top closes tightly, keeping water hot. No splashing. No steam or sickening odors.

Famous Manufacturing Co.

CHICAGO.

BOTTOM PLATE.

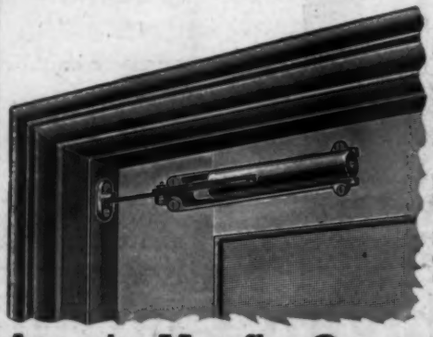
THE NEW MORRISON PIPE REGISTER

is an old favorite, and the prices are made so low that it should command a ready sale.

THE SCHREIBER & CONCHAR MFG. CO.,

Manufacturers of Hardware,

.....DUBUQUE, IA.



THE WARNER SCREEN DOOR CHECK

An Air Check which is thoroughly **practical** at a price which makes it popular. To be used on doors having spring hinges or a door spring.

Is adjustable, and can be used for panel doors 1¾ inches thick or lighter, but intended principally for screen doors.

It is easily put on, as there are **no loose parts** and the directions for putting on are exceedingly simple and easily understood by anyone.

GET OUR NEW CATALOGUE AND PRICES.

Arcade Manf'g Co., FREEPORT, ILL., U. S. A. 104 Lake St., CHICAGO.

Magic Pattern Rule

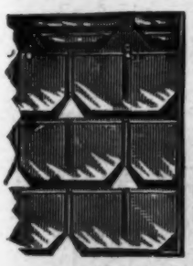
Will lay out patterns for any size and angle of elbows in three minutes' time. Can also be used as Straight-edge Rule, Circumference Rule and Trammell. Should be in every Tinshop. Will save its cost in a few weeks. Thousands are in use and every one giving excellent satisfaction. Price, complete in a nice wooden box with Chart, $4.00 net cash. (Mention THE AMERICAN ARTISAN.)

Lufkin Rule Co.,
Saginaw, Mich.

EAVES TROUGH CONDUCTOR PIPE AND ELBOWS.

ROOFING, ROLL AND CAP STANDING SEAM, CORRUGATED, PLAIN, CRIMPED OR ROCK FACED BRICK. CORNICES, SKYLIGHTS, FINIALS, VENTILATORS, CUT-OFFS, CRESTINGS, &C.

La Crosse Steel Roofing and Corrugating Co., LA CROSSE, WISCONSIN

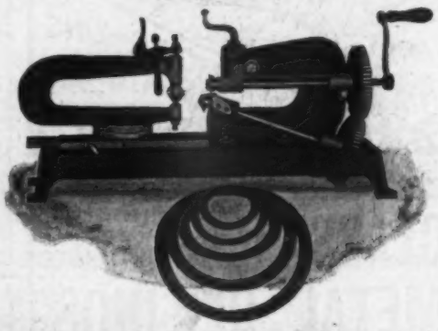


METAL TILES FOR ROOFING

Illustrated Catalogue free on Application.

It will pay you to send for it.

Montross Metal Shingle Works
Camden, N. J.



Ring and Circle Shear for Bench.

This is only one of our many good things for the tin shop. Ask your jobber for our catalogue. If he does not supply it, write us, giving his name and we will see that you have one at once. . . . .

West Mfg. Co. BUFFALO, N. Y.

ONCE TRIED, ALWAYS USED.

THE BAR-KEEPER'S "FRIEND"

FOR CLEANING, GLASSING AND POLISHING

BAR FIXTURES, DRAIN BOARDS AND ALL Tin, Zinc, Brass, Copper, Nickel and all Kitchen and Plated Utensils. Glass, Wood, Marble, Porcelain, Etc.

GEORGE WM. HOFFMAN, Sole Manufacturer and Proprietor, 295 East Washington St., Indianapolis.

BARKEEPER'S FRIEND.

Marble, Glass, Nickel, Brass, Copper, Tin and German Silver can all be cleaned and polished with it easier than with anything else. Price 25 cents per pound.

Let us send you a free sample.

GEO. WM. HOFFMAN
295 E. Washington St., Indianapolis, Ind.

FOR SALE BY JOBBING TRADE.

BERGER'S GUTTER HANGERS

The very best made. Strong and easy to put up and adjust. By proper selection of the shank the requirements for any style eave will be met. Other kinds of Hangers, Pipe Hooks and Fasteners, Gutter and Pipe, and a general line of **Tinners' and Roofers' Supplies.**

BERGER BROS. CO., Philadelphia, U. S. A.

L. S. BONBRAKE,
PERU, IND., Writes:

"Your journal is certainly a valuable trade medium. I have used it for advertising goods, for securing workmen and for the purpose of getting a position for myself, and in every instance the result has been surprising.

"Through the late notice given me by it, asking for work, I have received seventeen answers from Ohio, Indiana, Illinois, Iowa, Wisconsin, Nebraska, Dakota, and any one of them presumably would be a good place to go, as they are highly rated in Dun's Report. Please take out my notice. Thanks to THE AMERICAN ARTISAN, I had a place from the first notice."

Noxall Fast Color Paint.

HIGH GRADE QUALITY. LOW PRICES.

We offer dealers the most attractive exclusive agency proposition ever made.

Write for particulars.

Dept. K,

Enterprise Paint Mfg. Co.
213 S. Clinton St., CHICAGO.

Trying to do business without advertising is like winking at a girl in the dark; you know what you are doing but nobody else does.

Eller's **Metal Ceilings** Sell Well

BECAUSE Their Designs are Artistic, They are Easily Applied, They Fit Well.

An Agent Wanted In Every City.

WE ALSO MAKE

Eaves Trough and Conductor Pipe, Imitation Brick and Stone Siding, Steel Roofing, Corrugated Iron, Oil and Gasoline Cans, Steel Dry Measures, Etc.

J. H. Eller & Co., 208 E. Fifth St., CANTON, OHIO.

CLASSIFIED METAL CEILINGS

'Tis a pleasant subject, and a profitable one, too. Has it ever been presented to you? We should like to take it up with you. It means money. Catalogue free.

Illinois Roofing & Supply Co., 23 Lake Street, Chicago.

Hardware Dealers Can Handle Northrop's Stamped Steel Ceilings

and do well for their customers and themselves. Send for catalogue—give diagram and description of room for an estimate and we will no the rest.

H. S. Northrop, 53 Cherry St., NEW YORK.

Hardware Dealers Can Sell SUPERIOR CAST-STEEL

CHURCH AND SCHOOL BELLS.

These bells are first-class; they have a fine tone; can be heard at a long distance; and will satisfy most every requirement. Warranted for five years. Descriptive circular, with testimonials and net price list on application.

2930 SPRING GROVE AVENUE.

National Bell Foundry Co., Cincinnati, Ohio.

—OUR—

Steel Ceilings

ARE UP-TO-DATE AND

Easiest to Apply.

W. J. Burton & Co.

DETROIT, MICH.

Erie Gas Cookers

The most durable, economical and low priced Cooker on the market. Lower in price than Oven and Hot Plate separate. Write for catalogue and prices.

Odin Stove Manufacturing Co.,

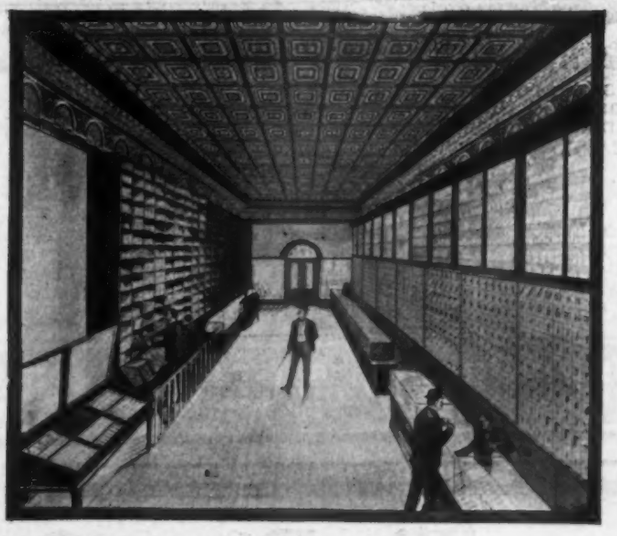
ERIE, PA.

H. Koch & Son, New Baden, Ill., Write:

"Please discontinue our advertisement, for we have more inquiries than we can answer; besides, we are very thankful, having now a man to fill the position O. K. We will always remember

The American Artisan

and would not be without same"



MR. STOREKEEPER:

Don't you think an artistic metal ceiling would improve the appearance of your store?

If your store is not already equipped with an artistic metal ceiling you will find it a profitable investment to put one in.

There are few stores that the right kind of a metal ceiling will not make more attractive.

Attractive stores attract customers, and "customers are the life of trade."

Moreover, there is no danger of metal ceilings falling off and damaging stock, as has more than once occurred in stores with ceilings of plaster.

If you are already handling metal ceilings, an attractive one in your own store will be the best kind of an object lesson for your customers and will help you to increase your metal ceiling trade.

If you are not handling metal ceilings, it will be worth your while to learn what we have to offer.

Write for Catalogue and full particulars of "Berger's Classik" Metal Ceilings, the best stamped, most complete, and most artistic ones upon the market.

THE BERGER MFG. CO.,
CANTON, OHIO.

NEW YORK OFFICE: 210 E. 23d Street.
PHILADELPHIA OFFICE: 1013 Arch Street.
NEW ENGLAND BRANCH: 176 Federal St., Boston, Mass.
WESTERN BRANCH: 1428 N. Broadway, St. Louis, Mo.

SPECIALTIES:—Ceilings, Roofing, Siding, Eave Trough, Conductor Pipe, Hangers, etc., etc.

Stanley Rule and Level Co.

IMPROVED CARPENTERS' TOOLS **Sold by All Hardware Dealers**

NEW BRITAIN, CONN.

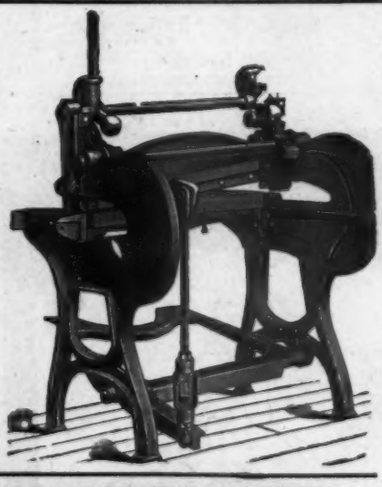
GAP SQUARING SHEARS

[Treadle or lever combined] or Belt Power for light or heavy work, all sizes for squaring, trimming and slitting, also cutting triangular or square holes, 8 different styles.

Improved Combined
PUNCH AND SHEARS

12 sizes, 10 to 18 in. blades [also arranged for cutting triangular or square holes]. Improved Rolls, Crimpers, punches, etc.

BERTSCH & CO.,
Cambridge City, Ind.



You Don't Need a Furnace
TO KEEP WARM
Down in Florida.

TAKE THE THROUGH PULLMAN FLORIDA SPECIAL VIA

MONON ROUTE
AND
C. H. & D. R'wy.,

Leaving Chicago Every Monday and Thursday Noon.

TO ST. AUGUSTINE WITHOUT CHANGE OF CARS.

City Ticket Office: 232 Clark St.
FRANK J. REED, G. P. A., Chicago.

GARRY IRON & STEEL
ROOFING COMPANY
CORRUGATED
ROOFING SIDING & CEILING
CLEVELAND OHIO.

S. C. SMITH, President — WM. BRAY, Treasurer — B. W. RIBBLE, Secretary
The East Bangor Consolidated Slate Co.
.... MANUFACTURERS OF ....
Laundry Tubs, Burial Cases, Urinal Stalls, Tiles, Genuine Bangor Roofing Slate and General Structural Slate.
EAST BANGOR, PENNSYLVANIA.

Crying to do business without advertising is like winking at a girl in the dark; you know what you are doing but nobody else does.

On Their Merits.

Our purpose is to produce a line of Metal Ceilings that are correct in artistic and up-to-date classified designs, and which are respected for their high standard of quality, workmanship and imposing elegance.

WE HAVE THE GREATEST VARIETY OF DESIGNS.
THE MOST PERFECT METHOD OF APPLICATION.
THE MOST HARMONIOUS IN EFFECT.
THE DEEPEST STAMPED.

We invite correspondence from parties contemplating building or remodeling. We furnish plans and complete information, and go anywhere for business. Special ceiling catalogue mailed on request. Let us figure with you.

We also manufacture Conductor Pipe, Eave Trough, Cornice, Roofing, Siding, Etc., Etc.

New York Office: 171 W. 26th St.

KANNEBERG ROOFING & CEILING CO., CANTON, OHIO.

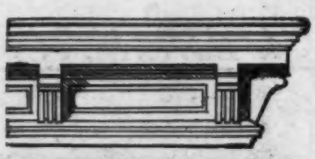
American Tin Plate Company

MANUFACTURERS . . . . .

Tin Plate
Terne Plate
. . . and . . .
Black Plate

GENERAL OFFICES: Battery Park Bldg. New York.

JAMES A. MILLER & BRO.
129 So. Clinton St.,
CHICAGO.
Correspondence Solicit'd



Corrugated and other IRON ROOFINGS.
SKYLIGHTS,
CORNICES,
CONDUCTOR PIPES,
GUTTERS, ETC.

If you are hunting for a **Metal Ceiling** that will please your customers, that is easy to erect, attractive in appearance, that requires no putty, and will save you money, we can furnish it. Prices and catalogue on application.

Canton Steel Roofing Co.
Office and Works, CANTON, OHIO.
New York Office, 157 W. 23rd St.

GRAY'S ELBOW PATTERNS.

From 1" to 40" in diameter in two sets. S (a). From 1" to 20" in 2-3 and 4 pieces, ma on blue print paper, post paid on receipt of $1.0 Set (b). From 20" to 40" in 5-6-7 and 8 piec on blue print paper, post paid on receipt of $1.5 or both sets, 144 patterns, for $2.00. Full structions with each set.

G. L. GRAY,
140-148 Ferris St., Galesburg, I

Little Giant Grass Hook

is a Miniature Scythe, looks right and cuts right. For farther particulars write for Catalog D.

Also Patente in U. S. Feb. 13, 190 June 26, 190 Jan. 1, 190 In Canada, May 22, 190

H. S. Earle,
705 4TH AVE.,
DETROIT, MICH.

Henry Bidlake, Osnabrock, N. D. writes:
"Please discontinue ad for Tinners Tools in your paper. It has done it work well."

OLD DOMINION

Horse Mule Shoes.

All the popular styles and weights.

Illustrated catalogue and prices on application.

Old Dominion Iron and Nail Works,

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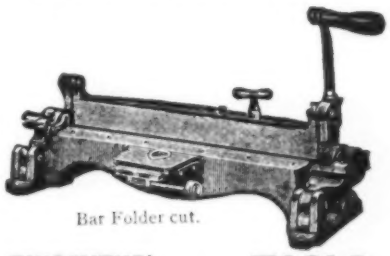

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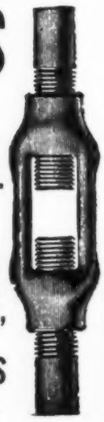

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